

Haviland China

is stamped:

Haviland
France

Additional stamp on decorated china :

Haviland & Co
Limoges

NOTE THE NAME

THEODORE

on the Stamp and

AVOID IMITATIONS

The most popular brand of French China is

THEODORE HAVILAND

La Porcelaine Theodore Haviland

LIMOGES, FRANCE

THEODORE HAVILAND & CO.

25 MURRAY STREET, NEW YORK CITY

Calendar Plates

- No. 239. Centers are "uptodate American girls" assorted views of the season's different recreations.
- No. 2162. Centers are assorted clusters. Borders are assorted styles, oriental, floral and conventional.
- No. 107. Centers are assorted fruit and flowers and scenes.
- No. 3195. Assorted tints on edge of plate, pink, green, and violet.
- No. 380. Assorted lustre tints on edge of plate. Assorted varieties of centers.

Calendar plates have become one of the leading advertising mediums and our assortment represents the greatest line of exclusive calendars ever brought out. Rich in coloring, exquisite in design, and furnished by no one but ourselves in these particular designs. The greatest jobbing line in the market. Samples, photographs and circulars now ready. Get after this business early.

*The D. E. McNicol Pottery Company
East Liverpool, Ohio.*





**It's Heisey's Diamond H—
The Best on the Market**

WRITE FOR CATALOGUE

A. H. HEISEY & CO., Inc.
NEWARK, OHIO

Salesrooms:

NEW YORK CITY, 25 West Broadway,
BALTIMORE, 122 West Baltimore St.,

BOSTON, 144 Congress Street,
PORTLAND, ORE., 451 Sherlock Bldg.,

PHILADELPHIA, 610 Denckla Bldg., Market & 11th Sts.

CHICAGO, 510 Hayworth Bldg., 42 Madison St.

PLEASE MENTION POTTERY AND GLASS WHEN WRITING ADVERTISERS

CAULDON CHINA

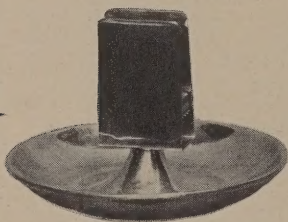
EDWARD BOOTE

46 WEST BROADWAY, NEW YORK

Sole agent for the United States and Canada

The new samples are now on display. We invite an early inspection of the line, which is larger, handsomer, and more varied than ever before

From WOOD & SON are shown many new patterns at interesting prices



LOX-BOX MATCH SAFE

SAVES TIME, MONEY
AND ANNOYANCE
FOR
HOME, HOTEL, CAFE
AND BAR

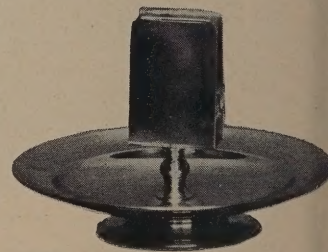


George C. Lynch Company

Show-rooms: 333 FOURTH AVENUE, NEW YORK

FACTORY: NEWARK, N. J.

Manufacturers of FINE METAL NOVELTIES, CARVED WOOD
ELECTRIC LAMPS, CLASSIC FURNITURE



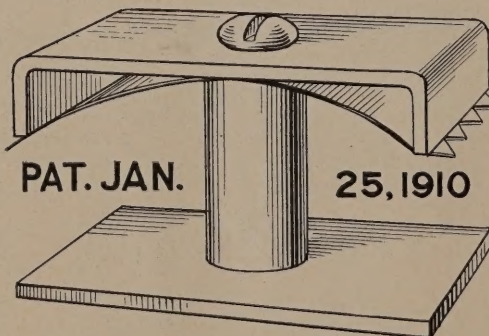
LOX-BOX MATCH SAFE

THE GREATEST
MONEY SAVING DEVICE
FOR HOLDING
MATCHES

INEXPENSIVE DURABLE

PATENTEE OF

LOX-BOX



PAT. JAN.

25, 1910

MATCH SAFE

NOTHING TO GET OUT OF ORDER OR ADJUST

PLEASE MENTION POTTERY AND GLASS WHEN WRITING ADVERTISERS



G. D. A. PORCELAINES

OLDEST AND BEST
Factory Founded in 1797

MARQUES DE FABRIQUE

ON WHITEWARE



ON DECORATED



OR



Factory and Main Office
LIMOGES, FRANCE

Porcelaines GDA

New York Office,
29 BARCLAY STREET

The Best Advertised China—POUYAT

MARK ON
WHITE.



MARKS ON
DECOR.



Do you follow up the POUYAT publicity in the magazines—intended to stimulate sales in the retail shops? Watch it!

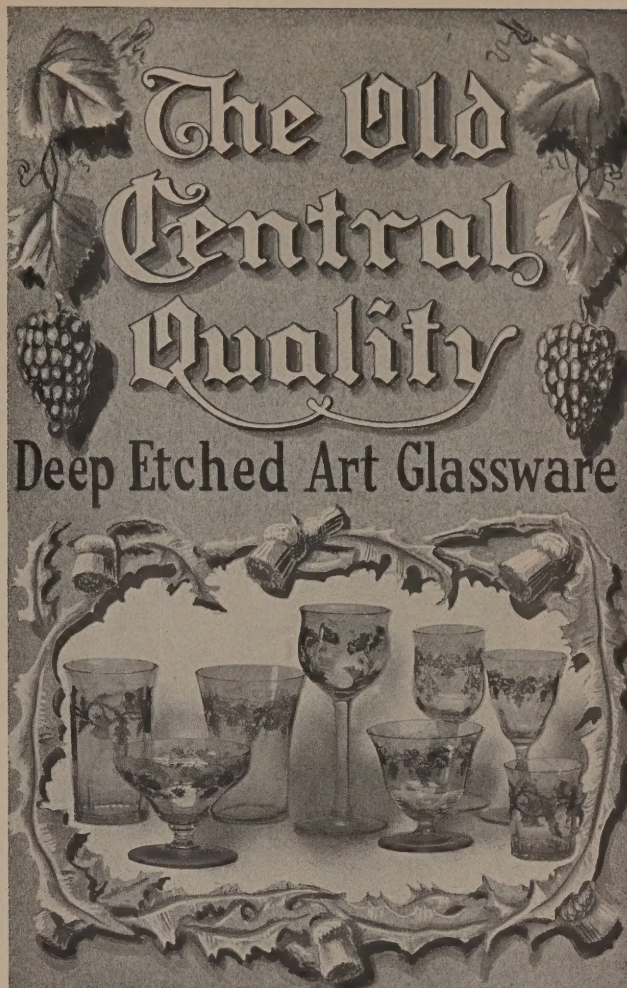
Beside being the premier French China in QUALITY and STYLE, it is the best advertised.

All women who read high-class publications know about POUYAT.

Needs only to be exhibited together with one of our little name cards on a table by itself and no influencing by the dealer is necessary.

Have you placed your import order?

The J. POUYAT CO.
37-39 MURRAY ST. NEW YORK



Real Quality that YOU can sell at *Right Prices*

The best selling lines manufactured in America:—Lead Blown Stemware and Tumblers, Blown Table Ware, Plain, Cut, Needle Etched, Gold Banded, or White Enamelled Decorated.

*Send for Illustrated Catalogue and
Special Information*

We make a Special Study of the Art and Execution of Monogram and Crest Etching in Original Designs for Hotels and Clubs

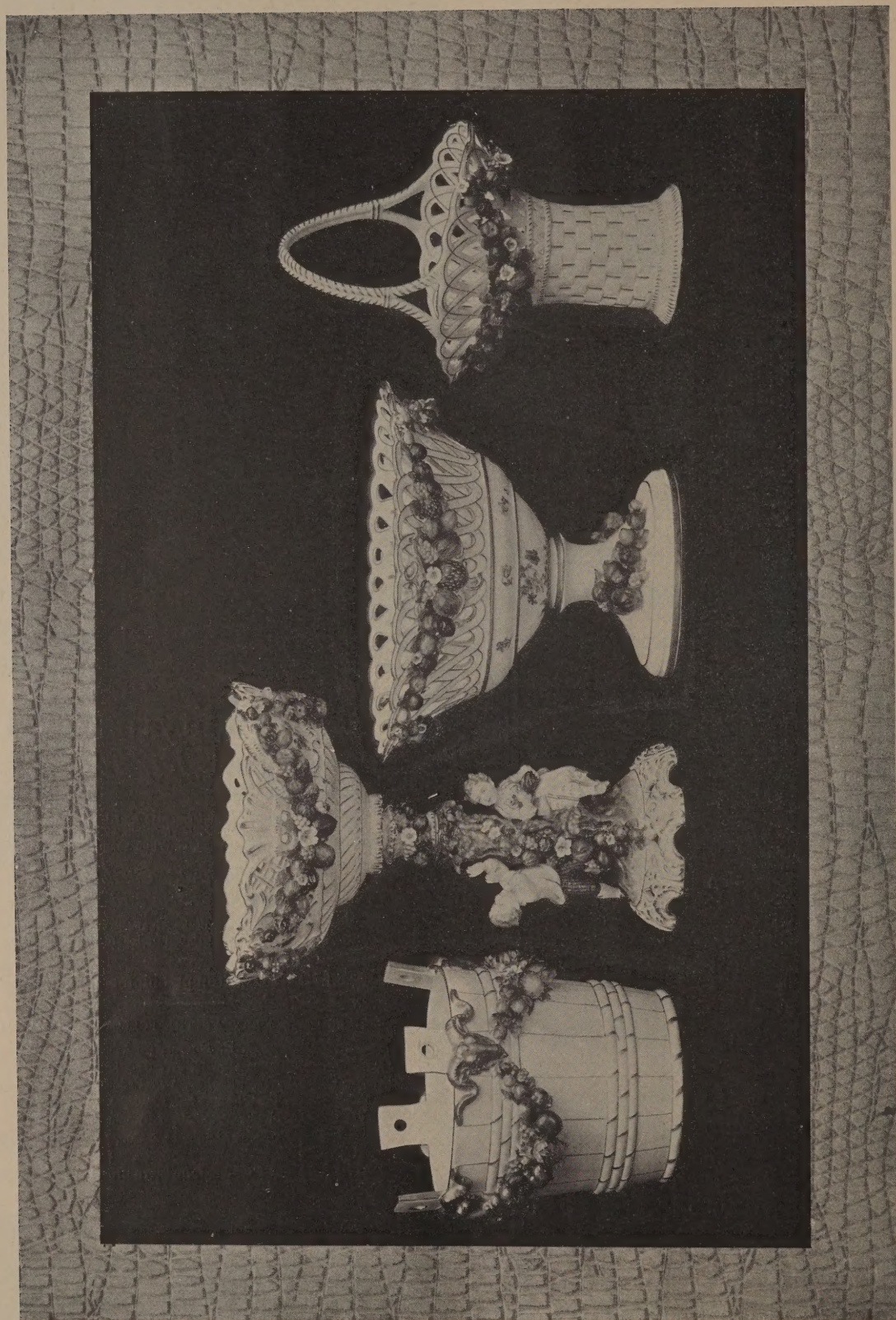
OUR MOTTO—Prompt Shipments and Quality

LINES ON DISPLAY AT THE FOLLOWING OFFICES:

NEW YORK—A. P. Doctor, 66 West Broadway
PHILA.—Thomas Downs, Jr., 610 Denckla Bldg.
BOSTON—L. A. Fletcher, 157 Federal St.
CINCINNATI—Thomas M. Lewis, 437 Main St.
CHICAGO—H. E. Waddell, 160 Washington St.
DENVER—Bersback, Moloney & Co., 1517 Lawrence St.
BALTIMORE—Green & Thomas, 33 S. Charles St.
SAN FRANCISCO—Himmelstern Bros., 718 Mission St.

Central Glass Works

Wheeling, West Virginia.



EXQUISITE FRUIT PIECES AND WINE COOLER, FROM SCHIERHOLZ & SOHN FACTORY, PLAUE (THURINGIA), SEE PAGE 33

PHOTOGRAPHED SPECIALLY FOR
POTTERY AND GLASS

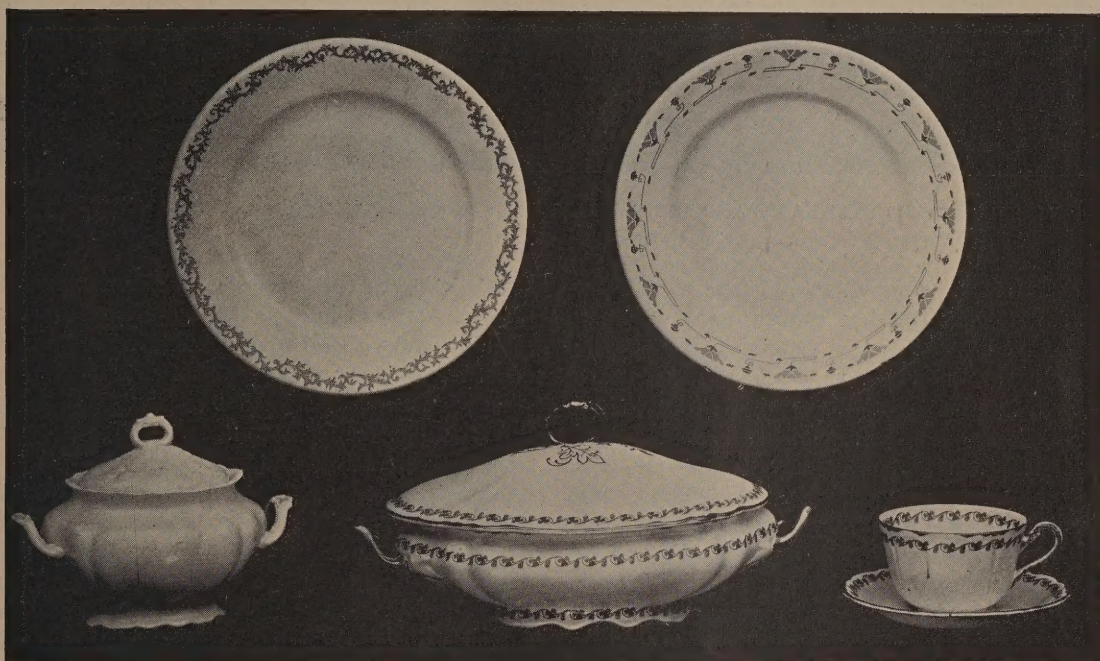
COURTESY OF HERMAN C. KUPPER
50-54 MURRAY STREET, NEW YORK CITY

POTTERY & GLASS

VOLUME IV

APRIL 1910

NUMBER 4



CHOICE DECORATED HOTEL CHINA AND DINNERWARE PIECES—IROQUOIS CHINA CO.

THE DOMESTIC POTTERY INDUSTRY

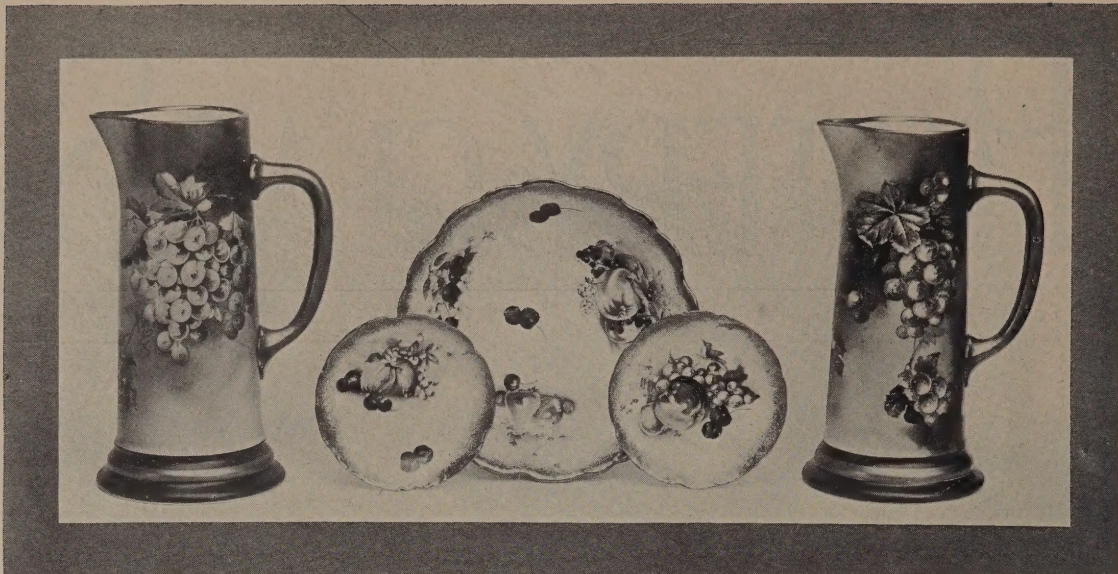
THE DESIRE TO BRING OUT SUPERIOR LINES OF FANCY GOODS IS IN EVIDENCE
—POTTERIES ARE VERY BUSY FILLING ORDERS AND REPORT TRADE
GOOD AS THEIR TRAVELING REPRESENTATIVES ALSO FIND
IT—DECORATED DINNERWARE IS A STRONG
FAVORITE

THERE is a better feeling existing among the large potteries of the West than for many months past. It is due to the excellent business that has been transacted in the spring selling. There is still a strong call for more goods and the manufacturers are being urged to make shipments as quickly as possible.

There is a greater demand for dinnerware now than ever, and fancy goods specialties have attracted healthy buying. Everything, in fact, in the great East Liverpool district wears an air of prosperity. Those who have traveling salesmen on the road say that the orders received from them are most satisfactory, as

buyers at all points show a desire to stock up on various lines. The Trenton potteries also report a rush of business that is compelling them to work full time. The orders they are getting from the road, they say, are larger than in years.

The western potteries are desirous of securing sales on several small items, but they hardly expect to do so this season. The desire to obtain business through rate-cutting has caused some dissatisfaction, because claim is made that the profits at present are not as large as they should be. Another disturbing feature is that the manufacturers of decalcomani for decora-



HIGHLY ARTISTIC TANKARDS AND FRUIT DISHES WITH COLORED DECORATION—IONIA M^FG CO.

tions have not shipped their goods to the potteries and that fact has caused many orders to be delayed.

There are new goods making their appearance from time to time. It is noticed in this connection that the Iroquois China Co., Syracuse, N. Y., has become the producer of some very high-grade goods. Notable among them is a set of hotel china. Samples of these were loaned for illustration in this magazine by E. L. Bates, the company's agent, at 65 West Broadway, New York City. The pieces chosen consist of two dinner plates, a vegetable dish, a sugar bowl and cup and saucer, which make an



CLOISONNE AND VENETIAN VASES—R. H. WYLLIE CHINA CO.

attractive group as here illustrated. One of the plates is decorated with a half-inch scroll in sage green around the edge, the other with a half-inch light green fancy border. Both were made to supply the requirements of hotel use. The vegetable dish shows a new and very fine

shape that has installed itself into favor with buyers. The decoration applied is small three-leaf clovers with a tiny pink wild flower, which encircles the upper edge of dish and the outside edge of cover, each one-third inch deep. The handles are gold encrusted, likewise the cover handle. Surrounding the base of cover handle is a gold scroll. It is regarded as being one of the best shapes in American dinnerware of the 1910 spring season. The teacup and saucer matches both in pattern and colors. Contrasting with these pieces is a plain white sugar bowl $4\frac{1}{2}$ inches in height and delicately shaped. It is not part of the dinnerware set, but is shown to illustrate the difference in the two styles.

Trenton, New Jersey, is represented in the domestic pottery field by five pieces, contributed by O. J. O'Donnell, New York City, representative for the Ionia Manufacturing Co., whose products are decorated earthenware, dinner, tea, toiletware and fancy goods. Two shapely tankards are shown at either end of the illustration. One has vari-colored body with green base and broad gold stripe above. The decoration is a cluster of white grapes and leaves. A quarter-inch gold band surrounds the top and the handle is encrusted with gold. The height is 12 inches. The second tankard is similar in color, even as to base, the gold application and height. The decoration is a bunch of purple grapes and leaves. The 8-inch berry bowl and $5\frac{1}{2}$ -inch dishes are made of porcelain after a French design. Their purpose is told in the pretty fruit designs with which they are decorated in colors and each piece is heavily stippled with gold. All these pieces are among the 1910 products of the Ionia Company and have attracted a great deal of attention.

At the agency of Thomas G. Edge, 66 West

Broadway, New York City, there is a very fine display of pottery products, made by the R. H. Wyllie China Co., Huntington, W. Va., and they include neatly decorated dinnerware and fancy goods. Four unusually artistic pieces are shown here and they are entirely different from any others made. The first piece is known as a Peatino Cloisonne vase. It has a black body flecked with gold. The decoration is a bunch of purple grapes and leaves, done in natural colors and hand painted. The height is 11 inches. The second vase is a Venetian shape, with reddish brown body which contains a decoration representing a festoon of flowers; height, 11 inches. The third vase shown is Dalton art. The body is light brown and the

on a white ground sold for £300. A Crown Derby dessert service beautifully decorated with land-scapes sold for £205. A pair of old Dresden mirrors in frames were allowed to go for £240. A Dresden dinner service modelled with flowers and foliage in low relief fetched £240.

ROYAL WORCESTER AGENCY

Maddock & Miller, 53 Barclay Street, are to be the selling agents in New York City, for the famous Royal Worcester ware, made in England. This matter was definitely settled very recently. Mr. Miller, of the firm, will go abroad in July and will make selections of the kind of Royal Worcester pieces that it is believed will prove good sellers. In a few weeks thereafter the samples will arrive and be placed on exhibition in the showroom.

The new agency here is of importance to the trade and buyers alike, on account of the great favor Royal Worcester ware long ago attained in public estimation and still holds.

A LECTURE ON CLAYS

In a lecture on "The History and Analysis of Clays," delivered recently by Alexander E. Tucker, before the Society of Chemical Industry, at Birmingham, England, he explained that the acting principle on which the infusibility and plasticity of clays depended was kaolinite, the universal crystalline character of which had only recently been discussed. This body could be estimated in clays, and should, therefore, be regarded as parallel to a metal in an ore or other material, the percentage of which metal determined the value of such ore. Mr. Tucker gave the probable history of the formation of clays generally, and showed the importance of stating the results of their approximate analysis, showing the free silica, mica, etc., in addition to their ultimate analysis. The methods for obtaining these results were indicated. The effect of weathering on clays was explained, and it was shown that the best fire clay goods were obtained by using well-weathered clays in admixture with crushed, burnt clay, because the alkalies were largely removed from the latter during the process of burning or use. The addition of silica to the mixture was shown to lower the meeting point of clays, and not to raise it as was generally supposed. The lecture was illustrated by lantern slides showing the microscopic character of several clays of commerce. These showed the presence of minerals which were common to all, and indicated, therefore, the probability of a common origin.

When asked for the chisel, give the hammer also.



DALTON ART AND VENUS VASES—R. H. WYLLIE CHINA CO.

decoration a romantic lake at the base of a mountain, showing rocks and trees and a sailboat on the water. The various objects are surrounded with a penciling of gold; height, 10 inches. The fourth vase is called Venus. The color and decoration is similar to that of the Dalton Art vase, but its height is only 8½ inches. Attention is directed to the fine shapes of these goods.

HIGH PRICES FOR PORCELAINS

A collection of porcelains which were described as "the property of a nobleman" fetched high prices at a recent sale in England. An old Sevres dinner and dessert service painted with bouquets and sprays of flowers on a white ground sold for 450 guineas. A pair of Chelsea bowls 3¾ inches high, painted with exotic buds and flowers on gold ground, brought £245. A pair of Chelsea teacups, saucers, a coffee cup and saucer and a cream jug and saucer with bird's foliage on dark blue ground went for £216. A Copenhagen dinner and dessert service and a pair of vases painted with flowers

FINE KAOLIN IN GEORGIA

That the time is not far distant when the pottery industry will be an important one in Georgia with the wealth of kaolin deposits to build it up, is the belief of Charles F. McCoy, of Trenton, N. J., who has been investigating the kaolin lands in that state.

DEATHS

Frederick H. Fox, prominently identified with the glass industry of the United States for many years, at Pittsburg, Pa., died of pneumonia, age 53.

Jonathan William Brooks, 63 years old, a resident of Chicago since 1861, died of typhoid fever in Corpus Christi, Tex. Until a year ago, when he retired from active business, Mr. Brooks was vice-president of the firm of Pitkin & Brooks, importers and manufacturers of china and glassware.

Richard C. Oliphant, formerly part owner of the Enterprise Pottery, Trenton, N. J., died at his home in that city. He was one of the prominent potters of Trenton.

The crockery and glass trade has lost one of its oldest members in the death of William R. Farrington, who was one of the best known merchants in the State of New York. Mr. Farrington died at his home in Poughkeepsie, at the age of 79. In the late sixties he was a member of the firm of Houghwent & Farrington, china importers, New York City, and over 30 years ago he entered the field for himself at Poughkeepsie. He was an expert in the crockery and glass business, and at one time had been in the industry in Paris, France.

Edward D. Dithridge, a member of a family prominently identified with glass making in this country, died recently at his home in Pittsburg, Pa., at the age of 75 years, of pneumonia. Mr. Dithridge was founder of the old Dithridge Flint Glass Co., of Martins Ferry, O., and later of New Brighton, Pa. One of his sons, J. Duncan Dithridge, is manager for the Bryce Brothers Co., glass manufacturers, Mt. Pleasant, Pa., at 25 West Broadway, New York City.

Archibald M. Maddock, one of the foremost pottery manufacturers in this country, died in Trenton, N. J., March 25, aged 54 years. He was born in Somerset County, N. J., and at the time of his death was treasurer of the Thomas Maddock's Sons Company, the Maddock Pottery Company, and of the Jonathan Bartley Crucible Company. Appendicitis was the immediate cause of his death.

Roswell B. Taylor, for many years a member of the Brooklyn Eagle's staff, died March 22 at the home of his son-in-law, Charles P. Hull, at Metuchen, N. J. Mr. Taylor's work on the Brooklyn newspaper was editing the almanac.

Before he took charge of the Eagle Almanac he was the editor of the Crockery Trade Journal. He was born in Patterson, Dutchess County, N. Y., in 1838, and was graduated from Michigan University in 1862. Two daughters survive him.

PERSONAL

Dana F. Richardson is in Europe in the interests of the Burley & Tyrell Co., Chicago.

M. J. Donahue, formerly with Henry Siegel, Boston, is now with a large house at Reading, Pa.

Charles Kaiser is on his way to Japan, representing Morimura Bros., the New York City importers.

Daniel W. Johnston, of the Boston Store, Milwaukee, Wis., departed from the pottery and glass district recently.

W. M. Anderson, chief of the manufacturing department of the United States Glass Co., Pittsburg, is again back at his desk after spending a vacation in the Isle of Pines.

Frank Challinor, formerly at the Pittsburg factory of the United States Glass Co., has taken up his duties at the New York office to familiarize himself with the selling end.

Albert Orr is now assisting his father, Robert Orr, at the store of Joseph Horne, Pittsburg. He had been previously with E. W. Edwards & Son and McCurdy & Norwell, Rochester, N. Y.

Frank G. Bryce, one of the original members of the United States Glass Co., has relinquished his position with this company to assume the treasurership of the Bryce Brothers Co., Mt. Pleasant, Pa. Mr. Bryce will make his home in Greensburg.

C. H. Taylor, president of the Jewel Cut Glass Co., of Newark, N. J., has gone to Ocala, Fla. The trip, which is principally one of pleasure, will also combine business and will occupy five weeks. Mr. Taylor will call at the principal cities both going and coming.

J. Clarence Davies leased for William Astor Chanler to the Adams-Flanagan Company for twenty-one years Nos. 2,866 to 2,870 Third avenue, New York City, extending through to Bergen Avenue, between 149th Street and Westchester Avenue. On a portion of the site the company will erect an annex to its department store.

New York has attracted one of the older and best known Canadian travelers in the person of John J. Ritchie, for a number of years connected with Messrs. Nerlich & Co., Toronto. He is now on the staff of Messrs. Geo. Borgfeldt & Co., New York. D. R. Pottinger, with the British & Continental Agencies up to the absorption of that concern by the William Prentice interests, has taken over Mr. Ritchie's territory for Nerlich & Co. in the West.



DEEP ETCHED GRAPE JUICE AND ALMOND SETS AND HOCK WINE GLASS—CENTRAL GLASS WORKS

GLASSWARE OF AMERICAN MAKERS

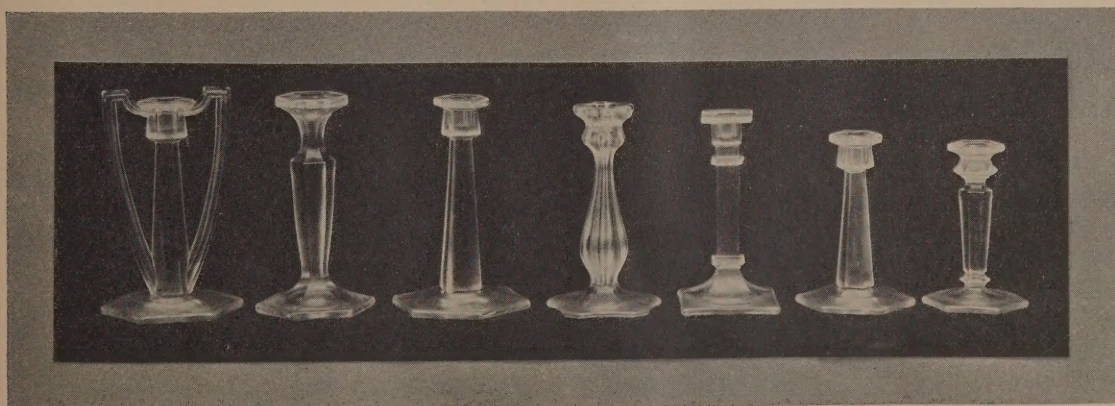
DEEP AND NEEDLE ETCHED STEMWARE IS CREATING A PROFOUND IMPRESSION IN THE MARKET—SHAPES AND DECORATIONS THE CHOICEST THAT HAVE YET BEEN SHOWN—THE FAVORITE COLONIAL GOODS STILL REIGN AS GOOD SELLERS

NO changes of material interest have taken place in the glassware market of late. Many of the new things that were sent from the factories to represent the spring ideas have proved to be prime sellers. This refers particularly to the unusually attractive stemware goods with the delicate shapes and artistic etched decorations. The sales of these goods have been enormous, which proves the excellent judgment displayed by their makers in introducing them. The better grade blown glassware in all styles, has given a good account of itself all season and it is also true that pressed ware has been steady.

The makers of berry dishes, nappies and fancy glassware have thrived, because they have offered really choice goods that have been appreciated. The cut glass trade, too, continues active, but it is learned that there is to be a readjustment of prices in a few lines,

some of which, it is said, have not been selling for as much as they should.

Three new things in blown glassware, the credit for which belongs to the Central Glass Works, of Wheeling, West Virginia, are being sold by A. P. Doctor, 66 West Broadway, New York City. They consist of a very neatly conceived almond set, a grape juice set and a hock wine glass. The almond set is one of those things that add to the appearance of the table. It consists of a server 3 inches high and $4\frac{1}{2}$ inches in diameter, with a shapely bowl, stem and base. It is accompanied by six individual dishes of similar pattern, their dimensions being 2 inches high and $2\frac{1}{2}$ inches in diameter. The decoration chosen is the grape and leaf, encircling the vessels at the center of the bowl. In the illustration is also shown the grape juice set. This consists of a pitcher and six glasses. The former is 5 inches high and the



CHOICE LINE OF COLONIAL GLASS CANDLESTICKS—JEFFERSON GLASS CO.



SHAPELY BLOWN CRYSTAL STEMWARE WITH NEEDLE ETCHED BORDERS—BRYCE BROTHERS CO.

latter $3\frac{1}{2}$ inches high. The grape and leaf has also been applied to these. In making this set the pitcher was measured to hold the contents of the six glasses. The hock wine glass separating the two groups, is a beautiful piece of glassware. It stands on a high stem, the shape being very artistic. The decoration is a carnation.

All these pieces are made of the finest blown glass, with deep line etched decorations, and they are steady sellers on the Central's list.

The Jefferson Glass Company, Follansbee, West Virginia, which has been making a strong-selling line of colonial glassware, has placed in the showroom of Fred Skelton, 32 Park Place, New York City, a most inviting collection of candlesticks. In order that they might be seen side by side the full assortment was loaned to be photographed. As to the selling quality of these goods it was said that each design has met with popular favor, but the tall one with two curved handles, that stands on the left and the square one known as No. 6, have been praised wherever shown and large orders booked for them. A miniature candlestick for children belongs to the colonial group, but it is so small by comparison that it was omitted in the photograph.

At the salesroom of J. D. Dithridge, manager for the Bryce Brothers Company, Mt. Pleasant, Pa., at 25 West Broadway, New York City, there is being shown several new lines of fine blown crystal stemware, with needle etched border. One of these, and said to be one of the very choicest of them all, is illustrated in these pages, and is well worthy the attention of buyers. The glasses selected represent about all that are classed as stemware and include cocktails, champagnes, clarets, cordials, etc., and make a most attractive group. These goods include originality of design, variety of shapes and patterns and are notable for the limpid beauty of the crystal. At the showroom are

also being shown many rock crystal effects in every article of blown stemware that have never before appeared.

NEWLY INCORPORATED

The Wolf Department Store, Peekskill. General department store; capital, \$25,000. Incorporators: J. Solomon, A. Solomon, New York; J. Wolf, Peekskill, N. Y.

George Rasmussen Company, Chicago; \$60,000; groceries, teas, coffee, crockery, etc. George Rasmussen, Walter Mathieson, Nanna F. Rasmussen.

The Fribley Department Store Company, Bourbon, Ind.; capital stock, \$25,000; directors, James H. Fribley, F. F. Fribley and A. W. Rittenhouse.

Kitay Bros.' Department Store, Paterson, N. J.; capital, \$15,000.

Moore Bros. Company, Ashland, Boyd county, Kentucky; capital stock, \$5,000.00; incorporators: C. C. Moore, Lewis Moore and Geo. P. Ginn; to conduct a general department store.

I. Harris & Co., New York, to conduct a general department store. Incorporators: Isadore Harris, Louis Weinstock and Nathan Lewis, all of New York City; capital, \$5,000.

Wolfe Department Store, Peekskill, N. Y. Incorporators: Jacob Solomon, Abraham Solomon, New York City, and Isadore Wolff, Peekskill, N. Y.; capital, \$2,500.

It is reported in Winnipeg that the Marshall Field Co., of Chicago, proposes to erect a big department store in that city, and that efforts are now being made to procure a site in the central part of the city.

J. E. Lasley has opened a bazar and notion store in the News Building, Pueblo, Colo.

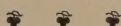
August Dreier, of Utica, Neb., has purchased the stock of George Radcliffe and will continue operating the business as a racket store.

GATHERED IN GOTHAM

Among the imported goods in the district that are extremely attractive and steady sellers, are included in the well known line of Limoges dinnerware from C. Ahrenfeldt, sold by Herman C. Kupper, 50-54 Murray Street. It is a large line with various decorations, ranging from the cheapest to the very finest, all new and in the 1910 patterns and designs, each different to anything shown heretofore.



At the office of O. J. O'Donnell, agent for the Ionia Manufacturing Co., 76 Park Place, a new line of American steins is being shown. The assortment is decidedly artistic and is something out of the ordinary.



One of the most popular hits made by the Central Glass Works is the Canada Thistle line of stemware, that has recently been brought out. At the A. P. Doctor agency, 66 West Broadway, it was said that this decoration is one of the best the works have ever made, and it is selling so fast that the factory can hardly keep up with the orders.



A popular novelty that has been placed on the selling list of the Jefferson Glass Company is a child's colonial candlestick. It is but two inches high and just large enough to hold a small wax candle.



At the store of Otto Goetz, on Murray Street, the early arrival of an exclusive line of fancy goods samples is expected. Mr. Goetz is now abroad making the selections.



The assortment of "Dreamland" den lamps to be found at the store of William Noe & Sons, 53 Murray Street, is very attractive. These little lamps are provided with a taper, and burn waxine, which lasts eight hours without renewal. They come with seed bead fringe, with brass decoration at the top. A hanging fern dish of similar shape, is also a novelty and a patented Noe product.



A line of Italian ware that has met with success this season, is that sold by Henry Creange, 27 Barclay Street. It is made at a factory in Ginoni. The shapes shown in these goods are among the choicest in the district.



J. D. Dithridge, manager of the New York City office of Bryce Brothers, 25 West Broadway, has had a very successful season with his varied line of blown crystal stemware and fancy goods. The new goods are about as popular as any that this firm has placed on the market, particularly as to decoration.

O'Beirne Brothers, for six years dealers in foreign and domestic china, glassware, etc., at 317 and 319 West Forty-second Street, are carrying a very popular line of goods. They are strong on bar, restaurant and club supplies. Number 317 has recently been acquired and will be converted into a sample room, with new show cases. The old store will be reserved for stock.



The line of Royal Aller Vale goods, handled by Robert Slimmon & Co., 96 Church Street, are classed among the ready sellers. These pieces of art pottery, very attractive, but not costly, are excellent sellers.



The J. Pouyat Co., 39 Murray Street, have a favorite shape in French china called the "Madison." It is a dinnerware idea decorated with a check border in duck green and gold, with burnished gold handles and two gold lines.



The well known pottery of S. A. Weller, Zanesville, O., has gone into the making of cooking ware, and judged by the samples seen at the salesroom of G. H. Woodworth, 57 Park Place, they are destined to find their way into a ready market. Before leaving the factory these goods were subjected to severe tests and proved their worth in resisting thermal shock.



Thomas G. Edge, manufacturer's agent, 66 West Broadway, is showing samples of the choice line of dinnerware made by the H. R. Wyllie China Co., Huntington, W. Va. These are delicately decorated goods that are having a large and steady sale.



Very attractive imported pieces being shown by the Ceramic Importing Co., 39 Murray Street, are contained in a large miscellaneous line of Limoges plates, upon which are hand paintings of flowers, etc. Each one is signed by the decorator. The lot includes trays, chop dishes and cake plates.



The Royal Copenhagen Porcelain Co., now located at No. 1 Hudson Street, will occupy new and larger quarters in the Crockery Exchange, 25 West Broadway, on May 1.



The import season, now about closing, has been better in some lines than others. It is stated by one long in the district that the season in goods from Limoges has been fair, but there has been no unusual buying. Trading in these goods has given satisfaction, however, and the importers who handle them did not anticipate a record-breaking season, owing to general business conditions.

IN NEW TYPOGRAPHICAL DRESS

Beginning with the May number, POTTERY AND GLASS will have a new typographical dress. The size of the pages will be considerably enlarged. We believe that this change will meet with the approval of our readers. While we hear only the most favorable comment on the appearance of the magazine in its present form, it is our belief that in its new dress it will be more attractive than ever.

H. D. WINTRINGER MARRIED

H. D. Wintringer, president of the Steubenville Pottery Company, Steubenville, Ohio, and Miss Blanche Wood, of Morgantown, West Virginia, were married April 7. The honeymoon was spent at Atlantic City.

GLASS FLOWER JARS

As receptacles for cut flowers vases and jars of glass have the great advantage that reveal the leaves and stems as they are resting in the water. In the case of many of the more delicate flowers this adds greatly to the decorative effect of the composition. Many of the wares offered in American shops are so gaudily and inartistically decorated with gilt and bright colors that it is hopeless to attempt to get any artistic results by their use.

To serve successfully its purpose as a flower receptacle a glass vase or jar should be beautiful in outline, with no decoration upon the outside, and either transparent or of a subdued color that will lend itself to attractive combinations with plant forms. To a considerable extent the form of the outline will determine the flowers with which it can be most successfully used. One of the simplest and the most attractive forms is that of the glass rose bowl, which can be used to great advantage not only with masses of short stemmed roses, but also at other times with a great variety of flowers that can be gathered in such profusion as to enable one to mass them together in the receptacle. Various modifications of the rose bowl form may be found upon the market; one of the most attractive of these occurs in certain domestic and foreign wares, in which the top of the jar has a wide flange. Such a form can be used to advantage not only for holding a great variety of flowers, but also for growing hyacinths and other bulbs that can be developed in water.

There is a great variety of vases of the taller sorts. Many of these have their outlines emphasized by vertical lines or ridges moulded in the glass, a form of decoration which is much less objectionable than the cutting of the surface into many points, as in the case of the cut glass vases and their imitations. This cutting

of the surface interferes seriously with the rhythm of the flower composition, for such rhythm depends upon the flow of unbroken lines. When the surface is cut into a thousand points no such flow of line is possible.

The attractiveness of these glass flower jars is found chiefly in their simplicity.

NEW FUEL SAVING KILN

The new kiln, which is favored by many domestic pottery manufacturers and porcelain plants in the country because of its known value as a fuel saver, is the invention of J. E. Gamble, of East Liverpool, and was first built at the plant of the West End Electric Porcelain Company, East Liverpool. The kiln can be easily converted to either an up or down draft, and on its first trial at the Cartwright Bros. pottery saved 50,000 feet of gas. More heat resulted, the kiln was fired off quickly and the quality of the ware was better than that obtained under ordinary conditions. It is planned to have many old kilns converted so that in the end the manufacturer who has a complete set of these kilns on his plant will have the means whereby he can save thousands of dollars annually on fuel bills.

RICHARD KOHN'S NEW LINE

Richard Kohn, agent for the Warner, Keffer China Co. and the Russian Antique Importing Co., at 32 Park Place, is to assume the agency also of certain specialties made by the J. D. Bergen Cut Glass Co., whose headquarters are at 38 Murray Street.

REMOVAL OF L. REUSCHE & CO.

L. Reusche & Co., agents for colors, lustres, brushes, mediums and specialties for potters, china and glass decorators and enameled ware manufacturers, will remove from their present quarters, No. 6 Park Place, New York City, to No. 12 Barclay Street, on May 1. Geo. E. Buxton is manager of the firm's East Liverpool, O., branch, at No. 312 West 5th Street.

CUT GLASS FACTORY BUSY

It is said W. H. Gibbs, proprietor of the Belmont Cut Glass factory is running over fifty frames and orders are coming in faster than can be filled. This factory has been established only three years and is growing to such an extent that the proprietor is considering the erection of a branch factory at Barryville, N. Y. Isaac B. Sandercock, of Honesdale, has just finished surveying the tract of the proposed new factory at Barryville, N. Y. This is the Barryville plant referred to in the March issue of this magazine.



FOUR COSTLY DECORATED VASES IN BEAUTIFUL ROYAL WORCESTER WARE

ROYAL WORCESTER PORCELAIN

ITS HISTORY AND DEVELOPMENT—THE PART THAT POLITICS PLAYED IN ITS ORIGIN—MODERN WORK, ADAPTATIONS AND DESIGNS

BY EDWARD CONNER

HAD it not been for King George III., who was the first to accord Worcester porcelain royal patronage, the chances are that this great art would have languished in obscurity and possibly have passed into oblivion. "Royal Worcester" porcelain entered upon its earliest career in an extravagant age. As a matter of fact, it was first produced about the middle of the eighteenth century, at a time when fashion was clamoring for Chinese or Japanese porcelain of a particular design. Then brilliant colors, paintings and rich gilt decorations were demanded, not because purchasers thought they were the more beautiful, but to harmonize with the decorative furniture and surroundings of the Louis period then in vogue. The enterprise, therefore, made its entrance into the world with some curiously commercial advantages; but it owed its habitation at the city of loyalty to a curious accident.

Political rivalry in Worcester about the middle of the eighteenth century, it seems, ran very high, and one of the parties was, as usually happens, chagrined by defeat at the polls. In the hope of strengthening their forces for a future battle, the disappointed political financiers resolved on a clever move. They determined to establish a new industry in Worcester with the view of attracting artisans to the city, and so securing votes and victory in the future; and so, according to accredited tradition, this

selfish motive gave to the world Worcester porcelain.

But the prime existence of the porcelain is, after all, attributable to another, and a more unselfish cause. One Dr. Wall, a man who was of high repute in his university, Oxford, and whose taste in painting and chemical knowledge were everywhere held in high esteem, first produced the porcelain, laying great stress on the fact that it was more like the Chinese in appearance, texture and glaze than any other artificial porcelain of the time. Knowing that this was then esteemed a great virtue, it is not surprising to read that the politicians of Worcester did not cast about long before they decided to avail themselves of Dr. Wall's invention. Accordingly, a bargain was struck and a company was formed. Prominent among the founders were the names of Dr. Wall and Mr. Edward Cave, who was at the time editor of the "Gentleman's Magazine." In old numbers of the magazine there appear interesting notices of the Worcester works, and the present managers could not understand the interest and zeal of the magazine in promoting the enterprise until a few years ago, when the original deed relating to the promotion of the company came into their hands, which gives the names of the proprietors and the terms upon which the company was formed.

The porcelain, which has adorned royal

palaces and noblemen's castles, was not, however, at first quite perfect. Indeed, it will bear ill comparison with the royal porcelain for which the works afterwards became celebrated. Dr. Wall, it has been said, took the Chinese for his model. Well, the Chinese porcelain is the most perfect in the world in its composition, and it was this perfection of body that Dr. Wall imitated. Chinese porcelain was being purchased by royalty, and so it was deemed wise, in a commercial sense, to imitate it. Worcester porcelain subsequently exhibited so much of the character of the Oriental as to deceive even the experienced eye. The fact, too, that these specimens were produced before the discovery of any of those clays which are now deemed indispensable to the production of delicate fabrics, adds to the interest and value of the old Worcester specimens.

There are, for examples of those times, some interesting patterns of Tonquin porcelain in Cobalt blue, which were manufactured and are now preserved at the works. The work of manufacturing Worcester porcelain did not require, at the commencement, first-rate artificers, but a short time brought a change. The patterns on the porcelain changed to birds and flowers and insects; and the work then evinced taste and ability and more elaboration and care in tracing and gilding. The gilding, indeed, at this period was very interesting, and that feature has been always one of the best characteristics of Worcester porcelain. Connoisseurs attribute the rich appearance of Worcester gold, not only to the purity of the metal and the beauty of the work, but also to the texture of the glaze, which, being hard, does not absorb the metal.

Soon after this time when the decoration changed to birds and flowers, an important event occurred, which changed the condition of things in Worcester porcelain. That was the discovery of an ingenious yet simple method of reproducing intricate patterns, namely, copper plate transfer printing. Investigations have been made as to who should have the credit for the invention; and the late Mr. R. W. Binns, who was one of the managing directors, proved that it belongs to Robert Hancock. Some engravings which have been discovered, signed with his name, prove his connection at one time with the enamel works at Battersea, and afterwards with Worcester. One of the earliest specimens of this man's printing upon porcelain is a Worcester cup, decorated with the portrait of the King of Prussia, which is printed in black. Changes in the subjects at this period, however, followed each other in great variety. Picturesque views of ruins, hunting and racing scenes, tea-parties, pastoral scenes, and fishing parties—evidently after Chinese, Chelsea, and Dresden models—were the prevailing character-

istics, and, no doubt, the porcelain was very beautiful, and excellently fitted for the delicate engravings with which it was decorated. Now it is a luxury to have our sideboard furnished with the Tonquin porcelain produced at the Worcester works, so rare have the specimens become.

Dr. Wall died in 1776, and in 1783 the porcelain company's property was sold to Mr. Flight for £5,250. The original firm had acquired an imposing mansion for the manufactory, with garden running down to the banks of the Severn, but it was now considered desirable to establish the business in a more central part of the city, and this was accordingly done.

The first time the manufactory was honored by royalty was in 1788—at 65 High Street, then King George III. and his family visited Worcester, and after that came a long string of royal visits. From that day down to the present the porcelain has been called royal.

Incidentally, it may be mentioned that it was at that time the custom of royalty to mark occasions of great dignity by furnishing their residences with new designs in porcelain, etc. In 1810 the state of health of George III. became such that an act of Parliament was passed conferring the position of regent upon the Prince of Wales. In anticipation of this honor several splendid services, costing £40,000, were ordered at Worcester. A special porcelain was produced for these orders and christened the Regent porcelain, which was composed exactly according to the plan of Dr. Wall, but with the addition of new materials since discovered.

There was not, however, in Worcester porcelain, under the direction of Mr. Flight, the same display of artistic talent as there was in the earlier days, and the reputation of the porcelain seems to have waned somewhat as time went on. After the king's visit it was re-established, and the patronage of the king attracted the attention and favor of the most celebrated personages of the kingdom to Worcester's principal industry with excellent artistic and financial results.

The fashion of having dress services with full armorial bearings emblazoned eventually became the rage. Indeed, the succession to a title or a highly fashionable marriage was frequently made the occasion of a new display of Worcester porcelain. The design for the service for the Duke of Clarence, for instance, was emblematical of his sea-faring love. The center was printed in monochrome, and the subject was the sea, with a warship in the distance and the figure of "Hope" in the foreground, the whole encircled with irradiating ornament.

Worcester porcelain, after this fashion died down, again underwent changes; and the subjects made favorites were landscapes, shells,

fruit, and groups of flowers, and Cupid subjects. They had then at the works a clever flower painter, who showed great genius in grouping flowers. A Mr. Chamberlain, however, who had been engaged with the original company under Dr. Wall, left the works when they were sold to Mr. Flight, and commenced business on his own account in the premises at present occupied by the porcelain company. Competition then became severe, but the two firms eventually strengthened their position by uniting in 1840. The company, however, was dissolved in 1848, and after several changes Mr. R. W. Binns came to Worcester in 1852 to join Mr. W. H. Kerr, and in 1862 commenced the present joint stock company.

The faithful city has become famous for another porcelain. Among the works of art displayed in the great London Exhibition of 1851, were some elegant specimens of ivory sculpture, and the soft tone of the ivory suggested a new application of porcelain. A series of experiments was accordingly undertaken, which resulted in the Worcester "ivory porcelain." This new porcelain appears to have added considerably to the reputation of the Worcester company, as many of the rich works which have from time to time issued from Worcester during the last fifty years and more of the most real excellence, are of ivory porcelain. Soft, creamy in its tone, translucent in its paste, tender in its glazes, whether bright as glass or soft as velvet, it lends itself admirably to the decorator's finest touch.

The direction of the works has ever been practical, and about this time began another new departure. The work up to that date produced at Worcester was almost exclusively services, but after the London Exhibition (1851), the field appeared to be opening for the employment of the skill of the Worcester artists in producing ornamental pieces. These works of art represent the Worcester production in a more artistic character. One can trace, also, how, from time to time, the whims and fashions have changed in this department. At one time the Chinese hexagon jar seems to have been the favorite, grounded with rich dark blue, bearing white panels filled with birds brilliantly colored and spiritedly drawn, the gilding rich and solid, after the style of Louis XV. Some, however, are adaptations from the Chinese and Japanese style, decorated with their native flowers, birds, and ornaments, while others are painted with bold groups of flowers, after the best Dresden style.

In the modern work the adaptation of the style of old Sèvres is eminently happy, and in the best taste. There are few works of Worcester porcelain more interesting than the numerous vases, tazzas, ewers, and other ornaments

in Oriental, Italian, Renaissance, Cloisonné, and every conventional style, whether representing the grace of form or the manner of the decoration. The favorite design now consists of panels, in which groups of flowers are beautifully painted with rich, soft colors and mellow tones. The soft, creamy tint of ivory forms the ground, the panels being filled with decorative subjects. Another interesting production introduces the characteristics of the old Worcester of 1780, being delicately painted with designs of flowers.

One cannot be surprised, however, on being told that departures are being continually made in the production of the porcelain, or in the method of treatment, and thus, stained ivory is being adapted as well as porcelain for the vases and ornaments, offering a variation to the ivory porcelain, which has been so freely copied all over the world.

A great feature has been made of the ornamental porcelain, but the department connected with useful services has not been allowed to deteriorate from the high standard attained.

Earthenware has never been produced at Worcester, but besides fine porcelain there is manufactured a semi-porcelain, or vitreous ware, which is largely used in regimental messes, clubs, and hotels, on account of its durability, while during the last few years the company have purchased the old independent enterprise of Messrs. Grainger, which is being carried on as a separate establishment. History, however, exhibits the Royal Worcester Works as the proud founder of three notable porcelains in sequence—the Tonquin, the Regent, and the Ivory, at different periods of its long career.

EDITOR'S NOTE.—The pieces from which the accompanying photograph was taken, were kindly loaned by Messrs. Higgins & Seiter, dealers in china, glassware, etc., 50 West Twenty-second Street, New York City.

POTTERS TO OPPOSE KAISER

Many German pottery manufacturers are preparing to protest against the competition offered them by the Kaiser in his capacity as proprietor of the Cadenen pottery works. The Kaiser has been pushing the sale of his pottery products with marvelous energy, taking orders from friends and pressing his wares on wealthy Germans who desire to attract his attention. The pottery manufacturers intend to lay their grievance before the imperial ministry as diplomatically as possible, in the hope that a way may be found to induce the Kaiser to abstain from competition with his own subjects.

Were you caught with a low stock when your kind of goods advanced? It is your own fault. The trade journals would have posted you well in advance if you had read them.

RETAIL TRADE NOTES

J. G. McCrorey & Co., who control a number of 5 and 10 cent stores throughout the country, have leased the stores at 207, 209 and 211 West Lexington Street and 124 and 126 Park Avenue, Baltimore, Md. It is understood the McCrorey Company will ultimately make large improvements to the property and make the three stores into one. This will give an entrance on both Lexington Street and Park Avenue. The changes will not be made for some time, however, as the lease of the present tenants does not expire until 1912.

It is announced that the F. G. Osborne Co. will extend its store in the Fairman block, Big Rapids, Mich., to include the adjoining quarters now occupied by W. P. Almroth, who is to be associated as a partner with L. F. Bertrau in a new and large department store in the Bertrau block.

At the northwest corner of Fifth and Alder Streets, Portland, Ore., the Corbett estate will erect a ten-story department store, work to begin in October, 1911. On the opposite side of Alder Street from this site, the Meier & Frank Company have had plans drawn for a ten-story half block addition to their department store.

At the southwest corner of Sixth and Alder Streets, Ben Selling and associates will erect a ten-story building, either an office building or a department store, construction work to begin within the next 60 or 90 days.

The Wenatches department store will commence the erection of a new building at Wenatchee Avenue and First Street at a cost of \$25,000.

The department store of Kaiser & McCann, Polson, Montana, has been opened for business. They are from Dillon and shipped their large stock in its entirety to Polson.

Plans are complete for the building of the new eight-story building on Ontario Street, Cleveland, O., to be occupied by the May Company. The ground has been cleared and the work of erection will begin at once. It is expected to have the building ready to occupy in five months.

Lynn Monford has opened a racket store in the Kleinsmith Building, Houston, Texas.

W. A. Garrett, Hastings, Mich., has sold his stock of Bazaar goods to Messrs. Albert B. Hedrick and Aladdin Ripley, of Bluffton, Ind.

Charles Sterns, of Charles Sterns & Co., department store, Rutland, Vt., has bought the interest of Joseph Payette, of Plattsburg, N. Y., in a store, in which both were partners.

J. L. Lewis has leased from the Phillips estate, Los Angeles, Cal., for a term of years, the building on North Spring Street formerly occupied by the Hamburger Department Store.

The lessee is having the floor space divided into different departments which he will rent to dealers in various kinds of merchandise, making out of the building a large department store, each section of which will be under a separate management. Two cafes will also be installed.

John Zion has purchased a racket store at Huron, South Dakota, and has opened it for business.

Little Falls, Minn., is to have another large department store after July 1, when the Hub clothing store and the Barney Burton dry goods store will be housed under one roof. Barney Burton, president of the Hub and proprietor of the dry goods store, has secured a floor space of about 10,000 feet in the Realty block and the store will be housed there.

A number of Racine, Wis., business men have subscribed for the stock of a new company, which has been formed for the purpose of erecting a large modern department store in the downtown district.

Graham, Sykes & Co., Muskogee, Okla., will open a china, housefurnishing and toy department. It will be in charge of Thomas B. Cannon.

W. L. Morgan has leased for a term of years the three-story building at Grand Avenue and East Stark Street, Portland, Ore., to a California merchant, who will occupy it with a modern department store. The structure, which until recently was occupied by the Morgan-Atchley Furniture Company, is to undergo extensive alterations to meet the requirements of the lessee. This work will involve an expenditure of about \$15,000, and will begin as soon as the necessary contracts can be let.

Jacob Cohen, Jacksonville, Fla., and Morris Cohen, New York City, will erect a store building, four or five stories and basement, 210x315 feet, and will establish a department store; total investment, \$1,000,000.

The northwest corner of Twelfth and Vliet Streets, Milwaukee, Wis., the occupancy of which has long been a matter of speculation, has been purchased by Edward Schuster & Co., who will erect a \$250,000 department store upon the site. The work is now going on.

A rumor in circulation is to the effect that the firm of Siegel, Cooper, is going to enter Cincinnati, and a representative of that concern had been in Cincinnati for a few days recently making inquiries for good leasing propositions. It was learned that the representative was looking along Race Street in the locality of Seventh.

Advertising the truth may be expensive, but compare its cost with that of advertising untruth and you will find it much the cheaper.

STEINS OF ANCIENT METTLACH

MADE IN AN OLD MONASTERY IN THE PICTURESQUE MOUNTAIN VILLAGE ON THE SAAR RIVER IN GERMANY—REAL ART IS DEPICTED IN THESE BEAUTIFUL POTTERY CREATIONS—SOME INTERESTING HISTORY ABOUT METTLACH, AND HOW ITS GREAT POTTERIES CAME TO BE

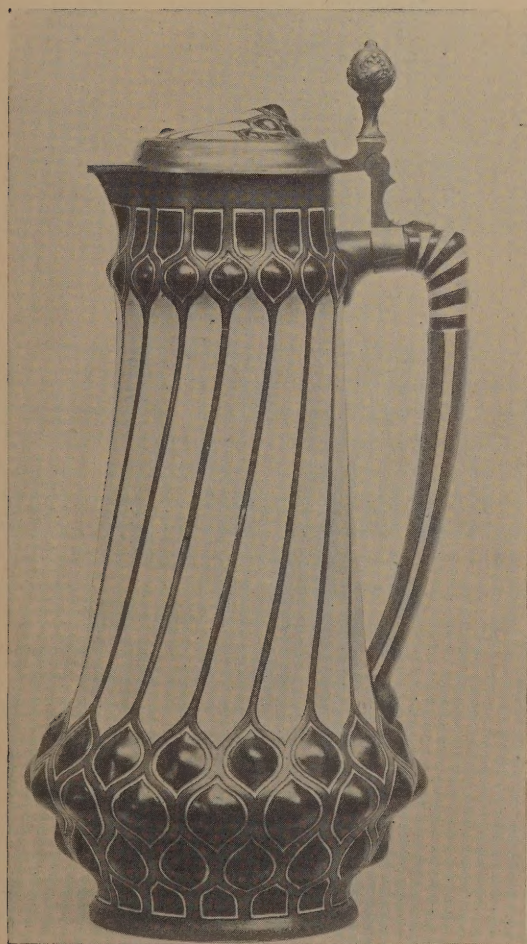
THE artistic steins of all sizes, shapes, decorations and colors, that repose upon the mantle, shelf, or sideboard, are cheerful reminders to those who have toured Germany, of a pleasant day spent in old Mettlach, where the finest steins made are produced.

Of all creations in the pottery world, none have come into greater favor for home decorative purposes than steins, and that's why they are made in larger sizes than the originals which first came into favor when the Germans used them for beer drinking purposes. Mettlach is situated in the famous Rhine country, on the river Saar, amid the beauties of lofty mountains, with lakes close at hand. In this romantic region the sons of St. Benedict, over 1,200 years ago, chose a site for a monastery and called it the Abbey Mediolacum (between

the lakes), from which the present name of Mettlach is derived.



FIGURE GROUPINGS SURROUND THIS STEIN



RICH DECORATIVE STEIN IN FINE COLORS

It is in the structurally magnificent buildings of this old abbey, with the Benedictine motto "Ecce Labora" carved on the entrance, that the famous Mettlach ware—not only steins but all kinds of pottery—is made, and the sloping shoulders of vine-clad luxuriance which dip from Montclair toward the swiftly moving Saar, now holds besides the abbey, a cottage colony of several thousand artisans.

In the year 1809, a hundred years ago, the buildings and neighboring lands came into the possession of Mr. Boch-Buschmann (Jean Francois Boch), through purchase and he decided to turn the ruined abbey into a pottery. The plundered buildings were repaired, the simple implements of the early potter installed and the work begun. This was the planting of the acorn; to-day the giant oak is exemplified in an institution employing over 2,500 operatives. The basin of the River Saar abounds in hard coal; in fact, it is one of the chief coal fields of Germany, and one of the governmental conditions under which Boch was allowed to operate his pottery was that he must use hard coal in firing his wares. The only method known to ceramists on the European continent at the time was wood firing. Boch complied

POTTERY AND GLASS

and that gave him the distinction of being the first potter on the continent to fire kilns with coal.

The early productions at Mettlach were soft calciferous-bodied and hard-bodied earthenware. A porcelain, equal in body to English "Iron-stone China," was afterward produced, and is still being employed in the manufacture of tableware. After a consolidation with other factories occurred in 1841 the manufacture of decorative stoneware commenced. It included jugs, tankards, steins and chalices and they were of such fine quality as to bring fame to Mettlach.



STEIN WITH SPECIALLY POSED FIGURES

In recognition of the eminently meritorious services rendered in the advancement of the ceramic industry and the establishment of so many organizations and endowed benevolent funds for the benefit of his employees and their families, Eugene von Boch was raised in 1892 by Emperor William II to the inheritable state of nobility, receiving the title of Privy Councilor.

To give an idea of what beauty and shapeli-

ness attach to Mettlach steins a few are shown in connection with this article.

An exquisite little stein and one made for practical use, is the smaller of the three illustrated. Its height is 9 inches. The body and handle are of a light gray color, while the



STEIN WITH FLOWER GIRLS DECORATION

decoration in subdued colors depicts two jolly Germans sitting about an open fire drinking beer. The top of cover is made of pottery and is sustained by a pewter band. The decoration used is a fish and radish, the custom being that they accompany the drink. The pewter thumb piece contained a cut in relief of a Münchener Kindl. A large stein with light brown body has a darker brown one-inch band at the base and a similar colored 2½-inch ribbed band at top. The handle also is dark brown. It has a shapely metal top. The decoration chosen is two German maids attired in gaily colored dress, one holding a pot of hyacinths, the other a bouquet of flowers. The height is 15 inches and it is for ornamental purposes. The third stein is a very rich conception and quite different from the others. It has a gray body with four terra cotta oval panels 3 inches from base, these being surrounded by a 1-16-inch sage green stripe. There are also two rows at the top. Across the body in a diagonal course extend a

series of green stripes about one inch apart. The handle is sage green with a vertical brown stripe and alternate brown and terra cotta stripes at the top. The metal top is decorated with the same panels as described. A very strong feature of this stein is the artistic shap-



AN APPROPRIATE STEIN DECORATION

ing of the base, same sloping in three tiers from body. With it goes a round stand and a set of drinking vessels of the same material and decoration. E. R. Thieler, who is agent for these wares, at 66 Park Place, New York City, considers this stein and the accompanying vessels, one of the best sets that have yet been imported into this market.

RECENT FIRES

The department store of Walter L. Tooze, Falls City, Ore., has been damaged by fire, entailing a loss estimated at between \$60,000 and \$70,000; insurance, \$35,000.

The Fair Store of W. B. Lowenberg, Wabash, Ind., completely destroyed; caused by defective wiring. Loss, \$12,000; insurance, \$8,500.

Wooster-Macy Company's department store at Hornell, N. Y., completely destroyed. Loss, \$125,000; insurance unknown.

Department store of the Wheeler-Motter Company, Boise City, Idaho, completely destroyed. Loss on stock, \$100,000; insurance, \$70,000.

The department store of Nels Jacobson, Rugby, N. D., damage to the extent of \$300.

The china and glass emporium of Nicholas Sottile, 221 King Street, Charleston, S. C., damaged to the extent of \$4,000.

Fire in the G. F. Brunt Pottery, East Liverpool, O., damaged the property to the extent of \$300.

The hardware and crockery store of William Olmstead, Union, N. Y., was damaged by fire to the extent of \$2,500.

Menner & Harris, South Pearl Street, Albany, N. Y., dealers in crockery, damaged to extent of \$300.

Loch's Department Store, Pittsburg, Pa., damaged by fire. The loss was \$35,000. Caused by gas explosion.

As the result of an explosion of gas at the plant of the American Glass Specialty Co., Monaca, Pa., the cutting shop and the stock room were destroyed, causing a loss of over \$12,000 and injuring three employees. The boiler in the cutting shop that feeds the gas engine, from some unknown cause, exploded with such force that it shook the entire plant. The explosion caused a second explosion at the gas engine that seemed to set on fire the entire frame structure.

RARE POTTERY FOR SEATTLE

The fifty rare pieces of Italo-Roman and Etruscan pottery received by the Washington State Art Association recently for its Museum of Arts and Sciences as a gift from the Pennsylvania Museum and School of Industrial Art, Philadelphia, are not only invaluable as antiques, being from 2,500 to 3,000 years old, but are remarkable in many cases for beauty of form and graceful modeling.

The jet-black pottery, known as Buchero ware, the national pottery of Etruria, is represented by several fine specimens. The red-figured pottery also is well represented. A statuette of notably graceful line, and showing the outlines of the drapery and form of the model, is one of the choice specimens included in this splendid gift.

The Etruscans were Phenician in descent and character. Etruscan pottery dates from a period before 700 B. C. The black ware was that in which they approached most nearly the production of high art. The ornaments are incised or in relief and well moulded. But few specimens of their work remain. The black pottery was fired at a low heat, and sometimes with a lustrous, jet-like polish thought to have been produced on the lathe. Pliny mentions the black ware as having been made by the corporation of potters of the time of Numa, 700 B. C.

According to Benjamin Franklin, great talkers are little doers. Nobody ever made a success just by telling what they were going to do. This is an age of "show me," and we think most of the fellows who say nothing and saw wood.

A good speech is a short one, so is a letter.

PENCILINGS OF POTTERIES

Salineville, O.—The National China Company, recent purchasers of the old Dresden China Company's plant, has already shown great activity in preparing the pottery for a successful run. The National is composed of wide-awake business men, whose products will be popular in the market.



Trenton, N. J.—Some reconstructing work is going on at the Etruria plant of the Cook Pottery Company. The office department is to have a new sample room added, the present one being much too small for the growing business.

A new addition is to be added to the plant of The Elite Pottery Co. It will be 80x100 feet.



Grafton, W. Va.—G. M. Raile, of the Radford Pottery Co., Clarksburg, W. Va., has been one of the prime movers in the organization of a new pottery company that is planned for this place, with a capital stock of \$50,000. Valuable deposits of clay have been discovered in the vicinity of Grafton, and it is of such a character that the availability for potting purposes has been conceded by all western manufacturers. The fact that the State of West Virginia is third in the production of pottery shows that the wonderful mineral deposits of the state are counting in advancing the position of the state in the pottery manufacturing list.



Spokane, Wash.—Daniel Shultz, receiver of the Spokane Pottery Company, has filed a report of his receivership in the superior court, showing preferred claims against the company aggregating \$5,610.09, and unsecured claims aggregating \$17,281. The receiver has cash on hand, after selling the company's plant to Frank Sweeney for \$10,650, in the sum of \$10,950, or sufficient to meet the preferred claims and leaves \$5,461.86 for distribution among the common creditors.



Wheeling, W. Va.—A plan is afoot to start operating the old South Side Pottery. This is among the most valuable pottery plants in the country and it is the desire of many of the prominent business men to organize a new company to begin manufacturing.



Rockville, Ind.—After being shut down for a short time for repairs, the local pottery plant is again in operation.



Dalton, O.—Operations have been resumed at the pottery plant, after a shut down of two months for repairs.

East Palestine, O.—The W. S. George Pottery Co. has succeeded the Continental China Co. The former is a new corporation and is controlled by the same stockholders as the East Palestine Pottery Co.



East Liverpool, O.—Fortunately the manufacturing potters of the East Liverpool district did not suffer any loss through operation or damage by the recent flood in the Ohio river, although for a time conditions seemed very threatening.

Announcement is made in East Liverpool that the Croxall, Yellow & Rockingham pottery can be bought, and at a very reasonable figure. This is one of the oldest potteries in the West, and it has been in the Croxall family for nearly seventy-five years. It has a capacity of three kilns, and it is said by white ware pottery manufacturers to have never lost a cent for its owners. George W. Croxall has been in charge of the business during the past few years, and since the death of his father, John Croxall.



The last copy of the report of the business of the last convention of the United States Potters' Association at Washington has been sent to the printers by Secretary-Treasurer Charles C. Ashbaugh, secretary of the West End Pottery Company, of East Liverpool. The report this year will be a more extensive volume than heretofore, much data concerning the tariff hearings being concluded, for the information of the members of the association.



Minerva, O.—Business at the Minerva shop is reported to be good. The Owen China Company is placing a fine line of ware on the market and the only difficulty seems to be that orders are coming faster than the company can fill them.



Fort Scott, Kan.—The Fort Scott Pottery, one of the oldest of the Solid City's institutions, is again in operation, after having been closed down for the last year or fourteen months. The pottery has been one of the best paying manufacturing establishments of the city for many years, but was forced to close its doors following the failure of the First National bank, and the reopening of it means another step towards the further prosperity of the city.



Newell, W. Va.—Business at the pottery of the Homer-Laughlin China Company is so brisk that every department is running to capacity. This applies also to the plants in the East End. One of the reasons is the great popularity that the new Niagara dinner shape has created.



COPPER TROPHIES WITH ENGLISH PEWTER MOUNTINGS—MANNING, BOWMAN & CO.

NEW IDEAS IN ART METAL

THEY INCLUDE TROPHIES WHICH HAVE BEEN RECEIVED WELL BY ATHLETIC ASSOCIATIONS—THE JAPANESE BRASS GOODS HAVE CAUGHT THE POPULAR FANCY, AS THEY HAVE DEVELOPED NEW PIECES—ONE MORE ATTRACTIVE JARDINIERE

THE market fairly shines with new metal goods, and as some artistic ideas have been applied to them, the sales are quite heavy. Seen at the different agencies are goods superior to any that have yet appeared, although there are no pieces among them that have been derived from what might be called articles that have not already been imitated. The newness of the goods lies entirely in whatever different shape or decoration that may have been applied.

The Japanese brass articles show an originality all their own and the ideas have been developed into many choice productions. They are taking well because they are different from the domestic product. The idea of making trophies of metals of the cheaper kinds has proved profitable and they fill the need perfectly, because built on artistic principles.

A piece of brass of odd shape from the land of the Mikado, is shown in the form of a tea, coffee or chocolate pot, being available for either purpose. Its height is 12 inches to the handle on lid. A very happy idea was carried out in applying the handle and spout, each being made very narrow and delicate. The body of the vessel is made of hammered brass and the workmanship is of the skilled sort. Instead of showing broad spaces so familiar in most pieces of hammered brass the body has been shaped with an almost smooth surface. This is an art

that the Japanese excel in. The body of the pot is decorated with one-inch panels that extend nearly to the top and each contains figures of oriental origin. The top rim and cover are made of copper. The handle of the cover is very odd; it is in the shape of a bent twig. The capacity is one quart. It would be difficult to find a more curiously shaped piece of brassware than the second Japanese product, which is referred to as a fancy article. It is really a receptacle for flowers, or might be used to hold miscellaneous articles. This little trinket is moulded and has a massive look. It weighs about one pound. The ornamentation chosen is the face of a male that might have been reproduced from a stone image, the features being gross and expressionless and yet quite acceptable for this odd receptacle. It stands on what appears to be an irregular shaped tree stump, the bark being faithfully imitated in the metal. There is a scalloped flange at the top of the ornament. The height is 5 inches. L. Wertheimer, the importer of Japanese fancy goods, etc., 39 Barclay Street, with a retail branch at 44 Broadway, has these brass goods among his array of samples. In addition he handles American art brass. Two of the latter are also contributed; one is a colonial candlestick of very artistic proportions. The familiar round base was abandoned in making the candlestick and in its place was substituted an oval base 5

POTTERY AND GLASS

inches long, 4 inches wide and $1\frac{1}{2}$ inches high. The outside width of the candle holder is $1\frac{1}{2}$ inches and total height $9\frac{3}{4}$ inches. The candlestick is one of a large assortment, all of which are of the first class. A hammered brass ash receiver has a bowl 4 inches in diameter and a height of $2\frac{1}{4}$ inches. It is supported on three animal feet and is provided with three curved holders for cigars. The narrow flange at the mouth of the bowl gives it an attractive finish. On the whole, this ash receiver is a very neat production and is as great a seller as the stock contains.



BRASS CANDLESTICK AND TEAPOT—
L. WERTHEIMER

Included in the art metal field is a large assortment of trophies made by Manning, Bowman & Co., and sold by H. S. Mirrielles, manager, at 25 West Broadway, New York City. These goods are of great beauty; their bodies are made of copper which is lacquered and takes on a high gloss, that is permanent. The decorative trimmings are of English pewter. The contrast between the two metals is decided and lends attractiveness to the goods. They are not high priced considering the workmanship and quality and have a large sale in athletic and other circles where trophies are offered in competitions. Three trophies of different de-



BRASS ASH RECEIVER AND VASE—L. WERTHEIMER

sign are illustrated here and they are particularly beautiful. One is a two-handle vase 12 inches high and 6 inches in diameter at mouth. The base is pewter and a fancy scroll surrounds the stem; there is a pewter decoration at top of body and the curved handles are of pewter. A second vase is $7\frac{1}{2}$ inches high and 5 inches in diameter at top; the base is pewter and narrow part of stem the same; the handles are pewter and the narrow band at mouth. The shapeliness of this vase has made it a decided favorite. The third vase is $8\frac{1}{2}$ inches high and 4 inches in diameter at mouth. The stem is pewter and the vessel is ornamented with fancy panelings and gracefully curved handles, which are attached near top of body and at base of stem. At the top of handle are decorations of fancy leaves and scroll work.

A favorite article in art brass is a jardiniere that is made at the factory of L. Matchon and sold at the agency of W. F. Upham, 66 Murray Street, New York City. It is made of spun brass and ornamented with lion heads, which sustain the handles. The Matchon line of jardiniere are of various shapes, but the one shown in the illustration has proved to be popular with buyers.



SPUN BRASS JARDINIERE—L. MATCHON

TO TEACH POTTERY WORK

Among the six courses in manual training which will be given in the summer session of the Ohio State University is one in clay, modeling and pottery, which will be of special interest in Columbiana county, the pottery center of Ohio. In connection with this course, instruction will be given in the general principles of applied ornament with clay as the medium of expression. Methods of making tiles, bowls, vases, candlesticks, lamps and plates by the free hand coiling process and of making and using moulds are given special attention. The principles of casting, turning and color glazing are treated from the standpoint of the needs of the special teacher or supervisor.

GLIMPSES OF GLASS HOUSES

Egg Harbor, N. J.—The fifty frame factory formerly owned by Samuel Henderson, on Cherry Street, Philadelphia, has been purchased by the Liberty Cut Glass Co., which will operate it in conjunction with the Egg Harbor factory.

✿ ✿ ✿
Corning, N. Y.—Denial is made by one identified with the cut glass industry, of there being any truth in the report that the G. W. Drake Cut Glass plant near Corning, will be reopened.

✿ ✿ ✿
Morgantown, W. Va.—Indications point to the establishment of another glass factory at this place, in the near future. It is said that the proposed plant will employ about 225 men, and that a party, formerly identified with the Economy Tumbler Company, who has invented a new style tank for glass factories, will be among the incorporators, and will give the invention a tryout. Table ware will, most likely, be the kind of goods that the new factory will make.

✿ ✿ ✿
Fairmont, W. Va.—A new office building costing \$20,000, has been erected here and will be occupied by the Monongah Glass Co. and the Fairmont Bottle Co. An attractive sample room will occupy the entire second floor.

✿ ✿ ✿
Pittsburg, Pa.—The United States Glass Co. has arranged four new assortments, three of which are decorated. These are known as "Glorious," "Four Beauties," "Four Charmers," and "Big Success," the latter being made up of plain ware. Besides these there are three new etched patterns, known as the "Baroness," "Duchess" and "Empress," each comprising a long line of stemware and tumblers.

The H. L. Dixon Co., of Pittsburg, is reconstructing the tank at factory E of the United States Glass Co., on the South Side. When the work is completed this plant will be capable of turning out a third more ware than formerly.

The termination of the receivership of the McKee-Jeanette Glass Works, the sale of the plant to a new company, and the leasing of property at Jeannette from the bondholders of the National Glass Company, are among the things that have made history in the local glass territory. Following the discharge of Receivers A. J. Smith and John W. Keltz, a new company known as the McKee Glass Company was formed and the McKee-Jeannette plant taken over. The new company has a capital stock of \$125,000, and the board of directors is composed of John W. Keltz, cashier of the First National Bank; H. Albert Laufer, president of the same institution; W. F. Ewer, furniture dealer; Morris Kelley, capitalist; J. W. Ambler,

dry goods merchant; G. W. Knappenberger, oil and gas operator; Dr. C. S. Robinson; John F. Ely, president of Ely Bros. department store; D. B. Pilkey, former treasurer of the McKee-Jeannette Glass Works; George D. Sailor and A. J. Smith. The board organized by electing A. J. Smith president, John W. Keltz treasurer, George D. Sailor secretary. The new company has leased the ground upon which the factory stands for a term of three years, and has obtained a license to manufacture pressed cut blanks from the Fry and Libbey interests. All the stockholders in the new concern are business men of Jeannette.

✿ ✿ ✿
The Rochester Tumbler Co. is making arrangements for the starting of the fourth furnace. This plant, under the management of Charles Runyon, has been operating very successfully, and the output is being increased steadily.

✿ ✿ ✿
Millersburg, O.—The addition to the plant of the Millersburg Glass Company has been completed. This was made imperative because the orders that came in could not be handled promptly. Radium glass is the new creation that caused the rush. The plant is being operated on full time.

✿ ✿ ✿
Follansbee, W. Va.—Business at the plant of the Jefferson Glass Company is excellent. The Chippendale line of "Krys-tol" has become so popular in the trade that the makers have received a third carload order from one concern.

✿ ✿ ✿
Canastota, N. Y.—The Ideal Cut Glass Company has been given a clear deed to the factory property in North Canal Street, which has been occupied by the glass company since it began operations here five years ago. The glass company obtained a 5-year lease of the property from the Canastota business men, who subscribed money to secure the industry for Canastota, with the understanding that a clear title should be given at the end of five years. It is now expected that the company will enlarge its plant and that many more hands will be employed.

✿ ✿ ✿
Clark Summit, Pa.—The Kohlus Cut Glass Co., organized about six months ago with a capital stock of \$50,000, through the increasing demand for their cut glass, find that their present factory is not large enough to satisfy the demand for their goods. It is the intention of this company to more than double their present force of workmen.

POTTERY AND GLASS

with which is combined

GLASS AND POTTERY WORLD

This magazine is a member of The American Trade Press Association

GLASS AND POTTERY WORLD, Founded 1893.

CHINA, GLASS AND POTTERY REVIEW, Founded 1897.

Amalgamated, April, 1905

POTTERY AND GLASS, Founded 1908.

Amalgamated, April, 1909

Devoted to the Interests of the Pottery, Glass, Lamp,
Art Metal and Allied Industries

PUBLISHED ON THE FIFTEENTH OF EACH MONTH BY

HUOTT PUBLISHING COMPANY

395 Fourth Ave., Cor. 28th St., New York

THOMAS A. CAWTHRA, President and Treasurer

EDMOND J. HUOTT, Vice-President

JOHN M. FORBES, Secretary

ALFRED W. MUNKITTRICK, Editor

Prof. CHARLES F. BINNS, Technical Editor

SUBSCRIPTION RATES

United States	- - - -	\$2.00 per year
All other countries, including Canada		2.50 per year

Change of copy and instructions regarding advertisements appearing in the magazine must reach this office not later than the 5th of the month, as the first forms are sent to press on that date.

Entered at the New York (N. Y.) Post Office as Second Class Matter

VOL. IV

APRIL, 1910

No. 4

NEW TARIFF AFFECTS GLASS

THE tariff difficulties that have existed so long between the United States and France, have at last been adjusted in a manner satisfactory to both governments. The pottery and glassware interests were among those at stake, and the doubt as to what the tariff figures might be, has been the source of much speculation among the importers of French goods, and has materially disturbed trade.

It can now be said, however, that the adjustment recently arrived at leaves the situation the same as to pottery but it affects glassware. Pottery will receive the same rates that have been in vogue for the past two years. A prominent importer of Limoges china said that the settlement of the vexatious tariff question with France has lifted a weight of anxiety from the minds of those interested, and now they know just where they stand.

President Taft has signed the proclamation, which gives France the minimum rates of the Payne-Aldrich tariff law, and in return France grants the United States practically its entire

minimum rates on articles in which the United States exporters are specially interested and in addition grants certain compensatory concessions of value.

Glassware, of the grade known as finished products, has been admitted under a duty of 60 per cent., while the blanks have been subjected to a duty of 45 per cent. Under the new tariff agreement, the blanks will be placed on an equality with the finished article, and rated also at 60 per cent. The line dividing the two kinds has been drawn very finely. A plain glass wine decanter, for example, without a stopper, has been rated as a blank, but if it contains a stopper it becomes a finished product, or, if it has no stopper and is decorated with a line, pattern or cutting, it is entered as a finished product. The new tariff agreement, therefore, places the two blown glassware grades on an equal footing and an increase of 15 per cent. in the price of blanks must follow.

RESULTS FROM ADVERTISING

IT is the producer who advertises that keeps his kilns working to full capacity, for he takes good care that the jobbers and retailers are kept advised of what he is making by keeping his advertisement in the trade publication that is devoted to his industry.

Persistent and intelligent advertising will sell anything, as the public is always ready to buy what is new and has merit. The American manufacturer of pottery has not been in past years at all times awake and telling the world what he was making. A traveling salesman is a producer of business and a valuable acquisition to trade, but he cannot cover the universe with a sample line, while on the other hand the trade publication that carries an advertisement is read by buyers who are up-to-date and on the alert for the best things to sell.

Catalogues and salesroom displays are great helpers, but in this advanced age many catalogues are thrown aside, the receiver knowing at once what they are and he is not always interested. With the trade publication it is different. Pride in business impels a merchant to read them that he may know what is going on in his line of business. He becomes interested, and when in that mood reads on through the advertising pages, and in that way sees the proposition that Brown and Jones is offering and is likely to profit by it. If Smith is manufacturing a grade of pottery, glass, brass goods, or lamps, that have as much merit as those of Brown and Jones and his advertisement is not running side by side with theirs, then he has no legitimate right to grumble because nobody writes him; the lookers out for new things do not know he exists, that's all.

Maybe you have often heard people say that they always look through the advertising pages of the monthly magazines, which are, to those discerning people, an absorbingly interesting feature. The producers who pay the price for the publicity know full well that somebody will be attracted to what they advertise, and results will follow.

This is the sort of enterprise our potters should become imbued with. It is not expensive, based on the business that follows when the advertisement is inserted in a trade magazine with the influence and business-drawing power of POTTERY AND GLASS.

But, don't try an advertisement just once and expect a fortune in return. You will hear from it, of course, but you will hear oftener if it is run month after month, the way that the most prosperous and influential concerns in the pottery and glass industries run their advertising. This is a splendid time to begin, now that the glassware makers are exhibiting the choicest goods they have ever shown, and the potters are turning out such fine dinnerware sets and fancy pieces.

GERMS IN BROKEN CHINA

DR. Harvey W. Wiley, our Government's chief chemist, while pursuing his professional duties, has discovered that in the nick or fissure that disfigures a piece of china, is to be found a million germs. Dr. Wiley and his aids procured a collection of broken china from the various restaurants of different classes in Washington, hotels and quick-lunch places included, and found germs in the cracks to such a number as to be astounding, there being among them twenty-three different organisms.

When Dr. Wiley's report was made public it resulted in much good being done. It caused a scare among the patrons of these public eating places, who, when they realized that there was a chance of becoming inoculated with disease germs, promptly declined to use either broken cups, saucers, or plates, and when such were offered them ordered the waiters to return them to the kitchen. And now the patrons of these places accord a most minute inspection to every bit of china before using it.

It is hard to realize that millions of germs could possibly abide in the small crack or crevice of a piece of tableware, but the microscope tells its own wondrous story, and the statement of Dr. Wiley may be accepted as being indisputable.

There is a pleasant side, too, to the important germ discovery of Dr. Wiley, and that is it will impel restaurant keepers to dispose of all broken china and replace it with perfect pieces. If such a thing should occur, either

voluntarily, or through obedience to law (and it would be a good law), the manufacturers of hotel and restaurant china would experience an increase in sales, and if the germ scare extended to the home circle, then it would create more tableware business at large. Who knows what yet may be the influence of Dr. Wiley's germ discovery on the trade?

WOMEN AND THE CERAMIC ART

SO absorbingly interesting is the manufacture and decoration of pottery becoming to women throughout this country, as to call for special mention. Many of the women's clubs have established art departments, and no subject considered of sufficient importance for debate holds more interest for them than pottery.

One recent instance may be cited where the art department of a women's club in the far West held a meeting to discuss pottery. The pertinent feature was that many examples of the different wares were brought along as exhibits by the members. Among the fine examples shown were Teco and Rockwood ware; also pieces made at the Van Briggles Pottery, at Colorado Springs, and Indian pottery.

The interest taken by female lovers of art, in pottery and its decoration, cannot fail to be of value to the ceramic industry in the United States. It will lead not only to a further development of the industry, but will tend to introduce new and valuable ideas that will create added interest to a line of work that has shown marked development of late and a tendency to produce superior wares than American manufacturers have heretofore attempted. It may be assumed, too, that the amateur schools where the ceramic art is taught, will continue to develop the taste for pottery decoration, and bring to the front additional talent to that which has already, by actual demonstration, been developed to the point of prize winning in special competitions.

NEW WOOLWORTH BUILDING

One of the largest sales of property on lower Broadway, New York, which has occurred in some time was recently consummated, when F. W. Woolworth & Co., who control a chain of 5 and 10 cent stores purchased for approximately \$2,000,000, the southwest corner of Broadway and Park Place. The plot has a frontage of 80 feet on Broadway and 172.9 feet on Park Place, and on it are three old five-story and two seven-story office buildings. Mr. Woolworth intends to tear these down and erect a high-class fireproof structure costing about \$1,000,000, which will be used for the executive offices of his company.

PRACTICAL SCIENCE DEPARTMENT

Edited by PROF. CHARLES F. BINNS

NEW HIGH TEMPERATURE FOR HARD PORCELAIN

THERE is upon enamelled iron ware a special blue, which is easily attainable under porcelain glazes, provided the composition of the latter is so hard that in the porcelain fire they are barely fused. Even inexperienced workers can easily obtain such glazes by mixing 22 parts by weight of calcined Zettlitz kaolin with 48 parts of pure quartz, and adding this mixture to the glaze progressively but slowly. The samples are fired in the hard places of the kiln.

This enamel blue is the more readily produced in these glazes, the less kaolin there is in the mix. The color is developed in one or two layers, and in this case the colored foundation must be heated under reducing conditions. The following solution is first applied to the body to be fired:

- (1) 130 grams Sulphate of Cobalt;
200 grams Water at 70° C. (158° F.);
100 grams Glycerine at 28° Bé.

This color is fired in reduction as stated, and over it is painted the following solution:

- (2) a 30 grams Chromic acid;
30 grams Water at 16° C. (60.8° F.);
b 30 grams Sulphate of Zinc;
30 grams Water at 16° C. (60.8° F.).

The two solutions having been separately prepared, 2a is poured into 2b, the whole being contained in a narrow-necked glass retort, about 12 inches in height, and 6 grams of denatured alcohol are added. Heat is developed to a marked extent, a violent boiling taking place. In the course of this the chromic acid is reduced. As soon as the reaction has set in the porcelain vase is placed in cold water. The use of water for the purpose of solution at a higher temperature than 16° C. (60.8° F.), would lead to a dense product, liable to assume a gelatinous condition.

The following solutions produce after a clear fire, blue-green under hard glazes. It is, however, necessary to keep water away, even from the brush; otherwise blue-gray will result:

- (3) 10 grams Chloride of Chrome, at 50° Bé;
6 grams Glycerine, at 28° Bé;
10 grams Nitrate of Cobalt;
(A different tone of color is produced by using Chloride of Chrome at 40° Bé.)

- (4) Green Turquoise Blue,
5 grams Chloride of Chrome, at 50° Bé;

5 grams of { 130 grams Sulphate of Cobalt,
200 grams Water at 70° C. (158° F.),
100 grams Glycerine at 28° Bé,
86 grams Sulphate of Zinc,

- 5 grams Color 2
5 grams Crystallized Nitrate of Cobalt.

If it is desired to produce emerald green of

a magnificently deep shade, color one is applied over the glaze, chloride of chrome at 40° Bé being dropped upon it as a flux. The latter must contain an adhesive such as dextrine (to the extent of about 20%). Glazes free from lime, and only containing dolomite, seem to develop emerald green in a stronger manner.

A remarkable fact is that all solutions when the unfired cobalt ground color (1) is covered with any of the solutions of salts of chrome (whether applied under or over the unfired glaze), a yellow-green results. Other cobalt salts do not produce this tone.

Chrome combinations (particularly those of an alkaline character, and specially chromate of sodium) produce over line glazes free from magnesia, a powerful grass green; the latter appearing slightly browned in the case of glazes relatively rich in iron. This browned effect is likewise produced by too strong a reduction in the fire. If colors mixed with some 20% of dextrine are applied over colored grounds, the latter should not contain any adhesive substance. In this way attractive spotted effects in color are produced by the use of pure dissolved dextrine upon a ground of sulphate of cobalt.

Such are the interesting remarks of Herr Th. Hertwig—Möhrenbach in a recent issue of the *Keramische Rundschau*.

MIXING AND GRINDING OF EARTHENWARE MASS

WHILE the above subject may be regarded as one of the fundamental elements of ceramic knowledge, interest attaches to the summary by the *Keramische Rundschau* in a recent issue, of a few salient points affecting the question.

MOISTURE IN CLAY

It is well known that clay, on reaching the factory, sometimes contains more or less moisture, and this should be dealt with in computing the weight. Although it is preferable for the clay to be allowed to dry out, where conveniences do not exist of storing it for that purpose, a hundred pounds or so can be dried by heat; the weight before and after drying establishing the loss of weight in the bulk. Sand, when used in place of quartz, can be advantageously dealt with on the same principle.

QUARTZ

When quartz is used, it is usually first calcined in special kilns, better and quicker grinding being thus attained. To allow it to fall into a receiver into cold water, in order to render it more friable, is disapproved in view

of the need for driving afterwards. Heating sand is likewise considered inadvisable, on account of the incidental trouble and consequent expense.

MIXING THE MASS

Care should be taken that the ball clay is not put into the blunger in too large pieces. In consequence of its solid condition, it is softened with much more difficulty than kaolin; it is therefore inadvisable to grind the two substances together.

The mass should be ground neither too coarse nor too fine. Twelve hours grinding is enough for two tons of material, which has already been calcined and chanced. To these two tons of quartz and feldspar, would be added about 220 pounds of kaolin on the cylinder, the remainder of the kaolin being added in the blunger.

ACTION OF COBALT SALTS

In order to produce a brilliant white body, for each ton of the body there are allowed about 2 1-5th pounds of cobalt sulphate, precipitated with ammonia. This is considered the most suitable re-agent for the purpose, being preferable to the various insoluble cobalt combinations.

WATER NOT TO CONTAIN LIME

Throughout the process of manufacture, and especially in the preparation of the body, the water used should be free from lime. Otherwise the sharp edges of the ware would, after firing, develop signs of chipping. When this defect occurs, and where the stock of the body clay is large, the only plan is for the ware to be dried quickly, the smooth surfaces of the plates and dishes being polished with leather.

PREHISTORIC POTTERY

Prehistoric Peruvian pottery, unearthed in the Chimcana Valley, forms a collection now on view in London, which is exciting the interest of ethnologists all over the world. There are 750 examples of this ancient art in the collection, and, according to the *Illustrated London News*, no photographs can give an adequate idea of the delicacy of coloring, high finish and wonderful state of preservation of this handiwork of a highly civilized people who lived and flourished on the Western Pacific slope about 5000 B. C., when England was inhabited, if at all, by a race of skin-clad savages.

From the modeling of, and drawings on these vessels, which the Chimu people buried with their dead, the customs, habits, costumes and amusements of these ancients are clear to the merest tyro in antiquarian research.

Chimu graves and burial pottery have been found in many of the valleys of Peru, and several museums have a few examples; but it was thought in Peru that there were no more left to unearth. The discovery, therefore, of a great tumulus by T. Hewitt Myring created something like a sensation.

Mr. Myring's find was made on the site of a vast prehistoric cemetery. Nothing was left of the dead but skulls and large bones, and even the silver and copper contents of the graves were corroded and crumbling. This is in marked contrast to the Inca graves in similar soil, whose metal contents and even burial clothes and textiles showed no appreciable deterioration after 500 years of interment.

Two months were occupied in removing all the art treasures contained in this tumulus, and they form the finest collection of the sort in existence to-day. At one end of the tumulus the soil was impregnated with saltpetre, and this deleterious substance had so corroded the pottery as to render it valueless and unrecognizable.

CHARLESTON'S POTTERY TRADE

Charleston does a very large wholesale and retail crockery business annually. There are at present three large stores in the city doing both retail and wholesale business, besides a great many corner shops and other places of business in the community which sell china, glass and queensware. At a conservative estimate it is figured that not less than \$150,000 worth of crockery is sold in and through Charleston every year. It is stated that the three wholesale and retail stores do about two-thirds of this business.

The crockery business started in Charleston a comparatively short time ago, but during this time has grown to encouraging proportions. While the wholesale business is stated to be somewhat larger than the retail, it is understood that the two should, in the near future, average from \$75,000 to \$80,000 each.

As wholesale dealers, the Charleston crockery firms supply many cities and towns in South Carolina with china, glass and queensware the year round. Thousands of dollars' worth of goods are imported annually from Europe, China and Japan, and attempts are being made now to handle these imports through the Charleston Custom House.

The crockery dealers report that the business is rapidly increasing, and that the prospects for a much greater volume of business to be handled in and through Charleston during the next five years are bright. They state that they have plenty of capital to invest in the business.

PRIZE WINNING POTTERY

The Mexican Government has awarded a richly engraved gold medallion to the Mexico Art Company, Mexico City, Mex., for the superior qualities of its decorations and wares at the recent government fair held in that city.

Herbert Goodwin is plant superintendent.

WHITE HOUSE CHINA

THERE is in the White House one of the most interesting historical collections to be found in the country, writes Abby G. Baker in the *Century*. It is a collection of presidential ware largely composed of pieces of china, but also containing a few pieces of plate, begun by Mrs. Roosevelt soon after she became mistress of the famous old mansion.

The inception of the collection was almost by accident. While Gen. Theodore A. Bingham, former police commissioner of Greater New York, was superintendent of public buildings and grounds at Washington, a position which entails supervision of the White House, he found that there was comparatively little of the china or the plate left which had been used through the administrations of the various chief executives.

Before his appointment as superintendent he had served as military aide to our American embassies at both Berlin and Rome, and while there had noted the veneration and care bestowed upon the royal residences and their belongings. It did not take him long to discover the painful lack in that regard in the president's house. Meeting the writer of this article one day in the early summer of 1901, he asked her why she did not write a "story" on the presidential china in the White House and awaken an interest in it that would lead to its preservation.

"If somebody does not do that pretty soon," he added energetically, "there won't be any left to preserve."

When the article was published Theodore Roosevelt and his family occupied the White House and Col. Thomas W. Symons had succeeded as superintendent of public buildings and grounds. The article, however, came under his notice and he called it to the attention of Mrs. Roosevelt.

Mrs. Roosevelt has always taken the greatest interest in everything pertaining to American history, and she saw that it lay within her power to preserve at least specimens of the historic ware. She designed two cabinets and had them placed in the lower east corridor of the mansion, where they could be inspected by all visitors, and then asked the writer to come to the White House and select the pieces of china which should be placed in the cabinets.

While this work was being done the new state dining set which Mrs. Roosevelt had ordered for the White House arrived and, including the pieces chosen from it, eight shelves were filled with china which was used during the administrations of Lincoln, Grant, Hayes, Arthur, Harrison, Cleveland, McKinley, and Roosevelt—a shelf to each administration.

The china selected by Mrs. Roosevelt for the state dining set could not be in better taste. It is Wedgwood and is decorated in a simple

colonial pattern in gold, with the obverse of the great seal enameled in colors on each dish. There are over 1,200 pieces in the set, and to accompany it she ordered 144 pieces of glassware. A dinner platter, dinner, breakfast, tea, and soup plates, with a teacup and a coffee cup and the saucers, were selected from this set for the collection.

Neither Mrs. McKinley nor Mrs. Cleveland ordered much china for the Executive Mansion, but plates and cups and saucers of their selection were placed in the cabinets. The plates selected by Mrs. Cleveland were exquisite Wedgwood and Minturn patterns, and one of the odd flag-design bonbon dishes, used first at the Cleveland state dinners, was also included on the Cleveland shelf.

Mrs. Harrison was very artistic in her tastes, as well as patriotic, and she greatly desired to have the goldenrod adopted as the national flower. When she found that she would have to order new china, she designed the decoration for it, combining the goldenrod and leaf with the Indian corn and stalk. On each piece this design, with the coat of arms of the United States and a rim of golden stars, was emblazoned. In addition she selected many pieces of cut glass, and they also bear the coat of arms.

Through the public press it was made known that the collection had been started and in order to secure their co-operation wherever it was possible the descendants of the presidents were corresponded with or seen personally, and a number of valuable contributions were secured in that way. From the first Mrs. Roosevelt desired that the collection should be patriotic, and that the pieces for it should be either given or loaned rather than purchased. While this has sometimes added to the difficulty of obtaining the ware, it has made the collection of vastly more worth.

GLASSWARE FOR SIAM

According to Vice-Consul-General Carl C. Hansen, of Bangkok, the average import of glass and crystal ware into Siam for the last five years has amounted to \$133,564 yearly, the amount for last fiscal year reaching \$151,621. The share of the leading countries in these imports were as follows: United States, \$1,071; United Kingdom, \$39,282; Germany, \$36,323; Belgium, \$10,857; France, \$8,814; Japan, \$4,843; and other countries, \$50,431. Glassware is now used for many purposes for which formerly beaten silver vessels were used, such as betel sets, the various vessels and trays for the temple service, and cups and vases for holding flowers. Formerly glass windows were rarely seen in the houses and shops of Bangkok, but now glass is extensively used for this purpose.

SPRING IMPORT SEASON WANING

THERE HAS BEEN AN AVERAGE GOOD TRADE SINCE THE OPENING, BUT THE UNUSUAL SELLING THAT WAS REFERRED TO SO OFTEN IN ADVANCE DID NOT MATERIALIZE—LARGE BUYERS HAVE COME AND GONE AND BUSINESS HAS RESUMED A NORMAL CONDITION

AMONG the importers a feeling of satisfaction exists because the business transacted since the middle of February, while not unusually heavy, still was of sufficient volume to justify those concerned in calling it a good season.

Any of the importers in the New York City district will admit that there was active buying in certain goods, while others did not fare as well. The fancy goods lines opened strong, but a very careful survey of the market was made by buyers before they placed orders. The

novelties in the toy market this season and these are always taken first.

The worst week the trade experienced was that preceding Easter, but that occurs annually and it is anticipated. From the traveling men excellent orders have been received ever since they started out in February, and those they sell for do not hesitate to say that buying in the larger cities has been particularly good. The great variety of entirely new goods is responsible for this.

One of the most beautiful lines of foreign



sales of French china were surprisingly good with some concerns, while others enjoyed only a fair season. It depended on the kind of goods sought.

Importers of English china have been generous with their factories on the other side in sending them large orders. Word has been received from England that the factories are operating steadily on American orders, of which they have sufficient to keep them busy indefinitely.

Goods of German manufacture were not at first in great demand and only fair orders were given by buyers. But this condition did not create much alarm. The lesser retail dealers did not begin to materialize until a week or more ago, and when they did arrive the stores became active. A lot of German goods will be sold before the season closes, which will enable importers to say that their season was also satisfactory. In toys there has been wholesome buying and it still continues. There are lots of

goods that it has been the privilege of this magazine to illustrate, in recent months, was loaned by Herman C. Kupper, 50-54 Murray Street, representative of the art lines made by C. J. Schierholz & Sohn, Plau (Thuringia), and the Ahrenfeldt, Limoges china. The illustration occupies page 8, and it shows the shapes and decorations of the goods very clearly. A very fine piece is a champagne cooler, 7 inches high and 8 inches in diameter; below the handles are shown rams' horns in gold, which make a contrast with the light body. A fruit comport with many artistic features stands 14 inches high and is 10 inches in diameter. On either side of stem, which is entwined with fruits and berries, are figures of a boy and girl in graceful attitudes. This is one of the finest pieces in the collection. Another of the showy pieces is a fruit basket 8 inches high and 8½ inches long, and the fourth piece an oval comport 9 inches high and 12 inches long. The decorations applied to these pieces are in

POTTERY AND GLASS

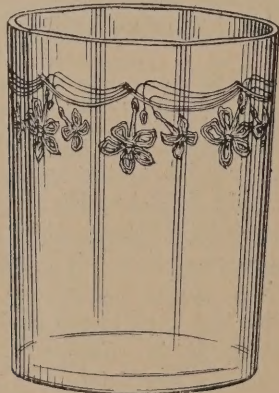
natural colors and produce a pleasing effect. They are heavily decorated with gold.

A favorite line of imported glassware sold by Fensterer & Ruhe, 47 Murray Street, is called



ETCHED SAUCER CHAMPAGNE—FENSTERER & RUHE,
FROM WHOSE LINE THE OTHER PIECES
SHOWN ON THIS PAGE ARE ALSO TAKEN

“Rona Crystal.” It is one of the most delicate assortments that comes to this country and may be obtained in a variety of shapes and decorations. Those interested in deep, clear needle etched tableware can find it at this house, where a sample of every style is on the shelves. The chief feature of Rona crystal glassware is its extremely good color and the faultless and clear, clean etching. Four illustrations shown here furnish an idea of the “Rona” shapes and decorations; the latter are produced by a pantagraph.



ETCHED WATER TUMBLER

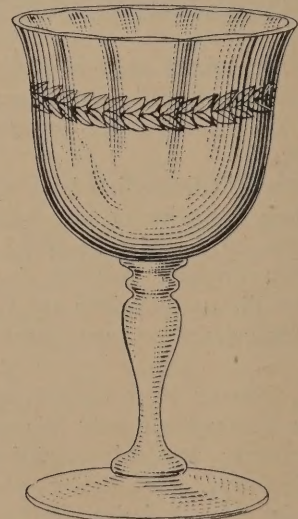
In the way of interior decoration the plaque has come to play an important part and its beauty is recognized, whether used as a rail plate, or when hung on the wall. Since recognition was first given these pieces artists have given them marked attention, so that to-day they are among the pretentious things that receive the best efforts of makers of art pottery. Not only do they come with decoration entailing

several colors, depicting all sorts of romantic scenes, but pretty interiors, figures, animals, etc. The blue plaques have always been prime favorites and to these have also been applied the same popular subjects. J. R. Gibney, dealer in these, among other china products, has a choice line of plaques of all sizes, styles, colors and decorations. Two of the blue ones are shown and very well represent the general assortment. The subject applied to one is a wind-mill scene with a lake, upon which is a sailboat;



FANCY ETCHED GOBLET

on the shore is a skiff and a profusion of trees that fill out a scene which appears well, as



ETCHED LEAF-BORDER CLARET

applied. A marine view is chosen for the second plaque. It shows a group of vessels with sails set and a rowboat nearby. The treatment of the rock shore is effective.

POTTERY IN EAST AFRICA

Among the Swahili tribes of Eastern Africa, potting, while still in primitive state, has reached the point where a jar that calls to mind the old Pompeiiian shapes, is produced. Swelling out gradually from the base, this turns to taper to a narrow neck, being often moulded on a calabash or gourd. Such a bowl is used for transporting all kinds of produce, being usually carried on the head. A smaller bottle, shaped like a French carafe, and sometimes made of the calabash or gourd, instead of clay, is carried with fresh water, or some native drink for a journey.

BOOK NOTES

HANDBOOK TO KERAMICS, profusely illustrated, by William Chaffers. Published by Charles Scribner's Sons, New York. Price, \$1.50 net.

This work holds the same relation to "The Collectors Handbook of Marks and Monograms on Pottery and Porcelain," as "The Ceramic Gallery," by the same author, holds to "Marks and Monograms on Pottery and Porcelain," to which it is a pictorial supplement. "Handbook to Keramics" gives, as far as possible, representations of each individual kind of pottery and porcelain, which have been produced in the various foreign and English manufactories from the Renaissance period down to the middle of the nineteenth century. Contained in the book are chapters on the Maiolica pottery of Italy and Spain, Continental Fayence pottery of France, Germany, Holland and Luxemburg, Russia and Sweden; Continental Porcelain of Italy, Spain, Germany, Austria, Switzerland, Holland, Belgium and Luxemburg, Russia, Sweden, Denmark and France; Great Britain, pottery, porcelain; Oriental Pottery and Porcelain, China, Japan, Persia, Syria and Turkey. The 350 illustrations accompanying the text, are of rare pieces that represent the countries in which they were made and are beautiful specimens. The book is invaluable to lovers, collectors and all interested in the ceramic art and should find a place in their book cases.

The book may be obtained from POTTERY AND GLASS. Postage additional to price.

JAPANESE PORCELAIN, with 16 illustrations, by Egan Mew. Published by Dodd, Mead & Co., New York. Price, 75 cents.

The author in describing the pottery art of Japan, has gone deeply into the subject, and as a result has given the world a book that is both intensely instructive and entertaining. In the illustrations, which, by the way, show oddly conceived pieces, which in many instances are humorous in expression, represent the principal

things of interest in the Mikado's realm in the ages to which they refer. The illustrations are in black and colors, the latter being particularly beautiful. The text is in heavy black type and the book contains 96 pages, together with Japanese marks, Kioto porcelain marks of the eighteenth century, Seto marks, Hizen porcelain marks, Kaga and Kutani marks. Egan Mew has given lovers of the pottery art an absorbingly interesting work that is being extensively read and highly appreciated.

The book may be obtained from POTTERY AND GLASS. Postage additional to price.

ANOTHER BERLIN EXPOSITION

The German Association of Clay, Cement and Lime Manufacturers will hold its second exposition in Berlin this year. The first exposition was held in 1906, and the success of that exposition is responsible for the holding of the second one. It is now 200 years since the art of making porcelain was discovered, and the holding of an exposition at this time will celebrate this occasion. The management is trying to make this exposition as international as possible, and all foreign countries are specially invited to take part.

SCHURS PERFECTED BURNERS

John Schurs, 1007 North Main Street, Los Angeles, Cal., has placed on the market several new burners especially designed for burning brick, tile, terra cotta, lime kilns and for use in forges. They are designed to consume crude and fuel oil. Tests have proved them to be extremely economical steam and air burners. A neatly illustrated descriptive catalogue, containing valuable data and testimonials from those using these burners, may be had on application.

GRAHAM & ZENGER'S REMOVAL

Graham & Zenger, importers of Theresenthal and other distinctive glassware, etc., will remove from their present quarters, 38 Murray Street, on May 1, to number 40 Murray Street, next door, where they will have more commodious quarters.

IMPORTS AT PORT OF NEW YORK

Week Ending	China	Earthenware	Glassware
March 5 . . .	\$53,262	\$18,897	\$43,796
" 12 . . .	105,937	6,323	42,331
" 19 . . .	102,416	15,995	30,887
" 26 . . .	83,855	22,560	23,021
Total . .	\$345,470	63,775	\$140,035
Same period 1909	199,440	40,475	97,978

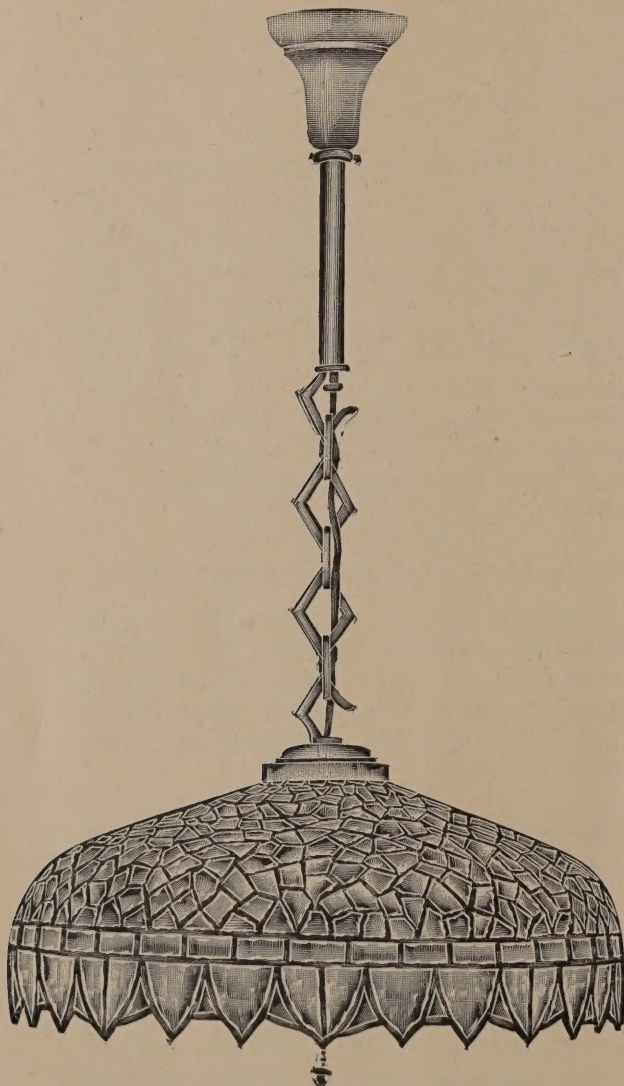
The only noise some men ever make in the world comes from their exploded theories.

ELECTRIC PORTABLES AND LAMPS

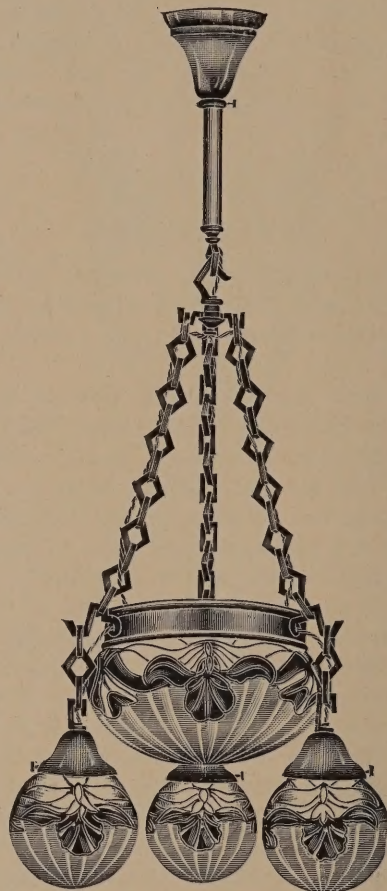
THE SEASON FOR THESE GOODS IS NOW ABOUT OPENING AND MANY NEW AND CLEVER ARTICLES WILL BE SEEN—ELECTRIC PORTABLES STILL COMING TO THE FRONT IN FINER EFFECTS THAN EVER—CEILING CANOPIES IN VERY ARTISTIC SHAPES AND COLORINGS

IT was thought last season when so many startling things were done in electrical illuminating apparatus, that the best efforts had about been reached, but it appears now that manufacturers have since been striving for effects still more captivating and they have been successful in carrying out their ideas. The market in electric goods, therefore, will be found to contain more original conceptions than were thought of a year ago.

The color effects have been very carefully studied and worked out on the canopies and shades, which will afford additional opportunity to achieve further success with the electric current. The fine leaded domes will prevail, as



PITTSBURG LAMP, BRASS & GLASS CO. CANOPY



PITTSBURG LAMP, BRASS & GLASS CO. CEILING LIGHT

nothing any better has been made to supplant them.

The lamp trade, which has been in the background for several months, has again shown signs of life and the dealers feel the effects of improved business. Lamps are not to be set aside, even though electricity is making such rapid strides, for the manufacturers find a large business at points where electricity is not available, also among a certain class that refuse to abandon the use of oil lamps.

One of the successful selling lines in oil lamps is that of the Eagle Glass and Manufacturing Company, of which Paul Joseph, 57 Park Place, is selling agent. It is not an expensive line, but the decorations and colors applied make it very attractive. The sales on the Eagle line are increasing, as retailers become acquainted with their good qualities.

In the matter of electric goods the Pittsburgh Lamp, Brass & Glass Co. has been unusually

busy getting out the new spring line of samples, and the success achieved has been most gratifying. At the New York City salesroom, 82 West Broadway, a full assortment is now being shown and the display indicates how very happily the new goods have been conceived. Two of the Pittsburg's choice sellers and great favorites in the trade, are presented in the illustrations given and they are entitled to the display on their merits. The larger of them is a ceiling canopy, suitable for dining rooms. It is 60 inches high over all, and with its vari-

colored small pieces of glass sheds a soft and pleasing light. These canopies are made in 20 and 24-inch diameters. The second illustration shows a ceiling light suitable for halls. It consists of an upper globe surrounded by three smaller ones, suspended by chains. The sunburst decoration has been applied, also a band in fancy colors. The subdued colors used on this light are the most attractive feature. On the inside the iced effect is used. Its height is 4 feet over all. Other styles in these goods are mosaic, mission and dull glass.

SCARCITY OF LOWESTOFT WARE

AN eminent authority on Lowestoft china, Dr. Barbor, who is connected with the Philadelphia museum at Philadelphia, asserts that the majority of the specimens found in so called Lowestoft collections in this country are not at all genuine, but rather are pieces of Chinese porcelain, evolved and painted by Chinese artisans, and hence have no connection whatever with the fragile bits manufactured in the little English factory, which closed its doors and ceased its output more than 100 years ago.

This assertion will undoubtedly bring consternation to collectors and possessors of old-time china who have fancied that the pieces owned by them were genuine Lowestoft specimens, but Dr. Barbor is in a position to verify his statements, for after years of earnest study he has become thoroughly familiar with the distinguishing characteristics of this rare old ware, and consequently his assertions are well worth heeding.

He has succeeded in obtaining a dozen genuine specimens, which are exhibited at the Philadelphia museum, and these, according to himself and several other trustworthy authorities, in addition to a very fine cream pitcher shown in the collection at the Essex institute at Salem, Mass., and the cup and saucer displayed in the Watkinson athenæum at Hartford, Conn., together with a few other pieces included in private collections, are practically the only genuine Lowestoft pieces to be found in America.

A little consideration will convince one of the truthfulness of this assertion, for it stands to reason that a little factory such as the one at Lowestoft undoubtedly was, with only one biscuit oven and one enameling kiln, and employing but 70 persons during its most prosperous seasons, could not possibly have turned out the great quantity of china accredited to it.

The principal cause of the mix-up relative to the genuineness of Lowestoft china was brought about by W. Chaffers, an old china authority,

who made a sad blunder in regard to the products of the Lowestoft factory, and was thus responsible for the spread of a theory which has turned out to be one of the worst mystifications recorded in ceramic history.

During a visit which he made to Lowestoft in quest of information he came across numerous pieces of porcelain, bearing the crest and initials of the old families of the town, which their possessors declared were heirlooms long preserved that had been made at the local factory that existed at one time. Naturally he concluded that he had come upon an important discovery, but he failed to take into consideration a few points of primary importance. He neglected to observe that the same kind of porcelain as that of which he was endeavoring to localize the origin was to be found in every country which had had commercial intercourse with the east—America as well as Europe—and that like specimens could be purchased in every antique shop at home and abroad.

If he had given these facts a little thought he would have realized that such an enormous supply could only have come from some manufacturing center of amazing magnitude, and not from a little factory in existence but a comparatively few years, and thus would have saved all controversy his erroneous statements brought about. Then, too, the paste of the china which he called Lowestoft was undeniably of oriental character, and as there is no record of hard porcelain ever having been made in the little English factory, this point would have convinced him of his mistake had he but thought to consider it.

The factory at Lowestoft is supposed to have been started about 1755 and to have closed in 1808. Its original owner was Hewlin Luson of Gunton Hall, who, having discovered clay on his estate, had it thoroughly tested, and finding it excellent, set up experimental kilns and obtained workmen from London. The first attempts at pottery making are thought to have

been rough imitation of delft ware, and several pieces of white and blue faience, inscribed with local names and dated 1755, seem to bear out this theory.

Mugs of various sizes, tea services, punch bowls and dishes seem to have been largely made, and they are generally painted with simple designs in underglaze blue, although there are a few known pieces in which black has been used. The ware of authenticated pieces resembles some of the inferior specimens of Bow or Chelsea. It is not very translucent, and when viewed by transmitted light has a distinct yellowish tinge. The glaze is slightly blued with cobalt and often has a dullish look caused by imperfect firing, and this same careless method of firing also very often "specked" the ware with black paint.

In 1770 the works were the property of Robert Brown & Co. and they had a warehouse in London known as the "Lowestoft China Warehouse," located at 4 Great St. Thomas the Apostle, Queen St. Cheapside, where sales of the ware were held. The elder Brown died in 1771 and the management of the factory was undertaken by his son, Robert, who made great experiments in pastes, and under his direction the factory turned out much better work.

Lowestoft may be divided into two classes, the first dealing with the early period when blue and white ware was made, and the second with the period when a finer and higher class of goods, with heraldic devices and floral embellishments were produced. It was probably about 1790 that decoration in enamel colors was first used, and there are many authentic pieces ornamented with sprays and festoons as well as borders of simple scale and chequer work patterns which have been brought to light.

It is over this latter class that so many controversies have taken place. It has been claimed that the ware was oriental and imported in a half finished state from the east and refired and painted at Lowestoft. This theory has been disproved by the evidence of a workman at the little English factory, who positively declared that no oriental porcelain ever came over to Lowestoft to be decorated. Then, too, without this testimony, it can be readily understood that the owners of the little English factory could not have afforded to import porcelain from China, for a large duty then existed on imported china, and the Lowestoft ware was produced at a very cheap cost to compete with the output of the Derby, Worcester and Staffordshire potteries.

The most frequent decoration upon the higher grade of Lowestoft china is the rose, and this pretty flower adorns a grade of the ware which was finer than any sent out by Bow or Chelsea. It is the emblem of the finest decorator the

factory ever had, a man named Rose, a French refugee, who sought shelter in England. He first came to the works about 1790, and soon after was promoted to the position of head decorator. By his wonderful taste and delicacy of touch he greatly improved the products of the works, and under his influence the ware attained its highest state of decorative perfection. Underneath many handles on dainty Lowestoft cups will be found a tiny rose—his mark.

The factory ceased operations between 1803-4, owing to the severe competitions of the Staffordshire potters, as well as heavy trade losses. Up to within the last seven years no trace of the old factory could be found and no fragments of china were ever dug up, but in December, 1902, the discovery of the old Lowestoft kiln was accidentally made. The flooring of the kiln for dry malt in the brewery of Messrs. Morse was removed to make a drain and beneath several molds and fragments of china were found. This discovery led to a complete investigation of the premises and largely owing to the efforts of A. Merrington Smith of Lowestoft steps were taken to commence excavations, with the result that in July, 1903, several bushels of broken molds and fragments of china were brought to light, which proved beyond a doubt that at last the site of the old kiln in which the Lowestoft ware was fired had been ascertained.

POTTERY GULCH RELICS

Recently several persons paid a visit to "Pottery Gulch," Magnolia, Ia., and picked up over one hundred pieces of pottery and other relics from the sides and bottom of the gulch. Of the many pieces of pottery no two are alike in color or thickness, save two pieces which evidently were one many centuries ago. The two pieces are very thin and black; the ornamental work surpasses all other designs thus far observed on the pottery discovered in this gulch.

WILL ENLARGE GLASS PLANT

Plans have been completed by the United States Glass Co., which provide for a large increase to the Glassport factory, work on which is to be started in the near future and finished in time to get the enlargement in operation early next fall. A large amount of capital is to be invested in new construction and the plant is to be made one of the finest of its kind in the United States.

DECLARE QUARTERLY DIVIDEND

The Board of Directors of the Pittsburg Lamp, Brass & Glass Company, has declared the regular quarterly dividend of $1\frac{3}{4}$ per cent. on the preferred stock, payable April 1st, 1910.

AMERICAN ART POTTERY

THE PRODUCTION OF THIS TYPE OF WARE IS ADVANCING RAPIDLY AS AN EXTENSIVE INDUSTRY—IT HOLDS A VERY STRONG POSITION WITH DEALERS AND THE PUBLIC—PRETENTIOUS DECORATION IS NOW BEING APPLIED TO IT

THE reigning desire of the present day to beautify the home and to include among the wares used on the table, those made of pottery, has caused potters engaged in this branch of the industry to branch out in the manufacture of much superior goods than the geniuses of the trade have ever before undertaken.

It is surprising to witness the great change that has occurred in art pottery within the last year or two, and the goods that used to be re-

quarters of W. H. Dunn & Co., 54 Murray Street, New York City. This company has gone very extensively into the making of Indian pottery, the shapes, decorations and colors being



CHOICE IVORY ART JARDINIERE—S. A. WELLER

garded as favorites could not be sold at any price to-day. The same evolution that has been going on in the pottery field of late has attached itself to the art line and now the few engaged therein are turning out beautiful pieces. Teapots and coffee pots used to be renowned for their simplicity and contained no decoration, whatever, being plainly shaped with a glazed surface. They, of course, still hold, because these beverages admittedly taste better when made in earthenware pots than in any other kind of vessel, but to the earthenware pots have been applied the decorative feature which transforms them from mere vessels of utility to art pieces which please the eye. The manufacturers of earthenware vessels of this kind have not been slow to perceive the advantage of making them in entirely new and artistic shapes and the result is a great advance in the interest shown in them.

A splendid example of the advancement in art pottery is shown in the miscellaneous articles manufactured by the Clifton Art Pottery, Newark, N. J., and exhibited at the head-



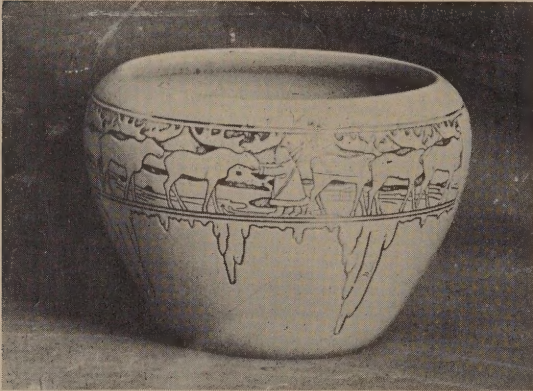
IVORY ART JARDINIERE AND PEDESTAL—
S. A. WELLER

faithful reproductions of the pottery made by the aborigines of the American continent, the originals having been unearthed at various places in the far West and North that were the habitations of Indians in early history.

POTTERY AND GLASS

It is hardly possible to find within the whole range of products of human handicraft a more attractive field of investigation than offered by aboriginal American ceramics, and probably no one that affords such excellent opportunities for the study of early stages in the evolution of art and especially of the esthetic in art.

The pottery of the Pueblo tribes in Arizona and New Mexico, all things considered, stand first within the area of the United States; closely approaching this, however, is the attractive ware of the Mississippi Valley and the Gulf Coast. Below this and at the base is the simple pottery of the hunter tribes of the North.



ANOTHER S. A. WELLER JARDINIÈRE

Numerous tribes have continued to practice the art down to the present time, producing results but little modified by the lapse of centuries, while others coming more directly under the influence of the whites, have modified their work so that it is no longer of value to the ethnologist devoted to aboriginal studies.

The Pueblo Country furnishes the best examples of survival of old methods and old ideals. Here numerous tribes are found practicing the art successfully, producing vases and other articles quite equal in many respects to the ancient product.

It is from these ancient examples of pottery found in the graves of tribes long since perished



"PATINA" COFFEE POT—CLIFTON ART POTTERY

that the best Clifton Indian Ware gets its motives and spirit of design.

The accompanying illustrations are of two



ANOTHER SHAPE "PATINA" COFFEE POT

coffee pots and a teapot of very odd shape. They belong to the Clifton assortment and are referred to as "Patina." The colorings applied are blue, green and Indian, the latter referring to the various dull hues that the aborigines used on their wares. It would be difficult to conceive of earthenware shapes stranger than those which are shown. They are thoroughly quaint and artistic, and while desirable for use, are to be found on mantels and shelves alongside of other quaint pieces of art pottery. There is a steady demand for the Clifton output because they stand in a class by themselves.

S. A. Weller, the Zanesville, O., art potter, has struck a happy vein once more. While it



ODD SHAPED "PATINA" TEAPOT

looks as though his famous mat green assortment will never yield to the newer things in pottery, still the geniuses of the big plant are pleased with a very new line that, on early sales, promises to spread throughout the art-loving world. The full line of samples are on exhibition at the agency of G. H. Woodworth, 57 Park Place, New York City, and are known as "Ivory Art." Among the pieces are jardinières, with and without pedestals, fern dishes, umbrella stands, etc. The jardinières continue to be circular in shape, but among the fern dishes are some square and octagon shaped. The decorations applied to this splendid Weller product are male and female figures of classic

origin posed in various attitudes amid vines, flowers and foliage, festoons, wreaths, fruit and a few original special designs. The ivory effect produced in the making of these goods has been most successful and is such a faithful imitation as to have elicited the most favorable comment. The three jardinières illustrated are among the choicest of the lot, and give a most comprehensive idea as to their beauty, shapeliness and superior decoration.

JOHNSON'S PEMBROKE TEAPOT

THE first thing an American visitor to Pembroke College, Oxford, asks for, says *The London Graphic*, is Johnson's teapot, for he recognizes in Johnson the figurehead of an age, and the love of the tea-drinking entered very largely into Johnson's life. He championed the cause of the "crumpled herb from China" against all comers. While crossing swords over the merits or demerits of "this fascinating herb" with John Wesley or Jonas Hanley, Johnson's chief delight lay in the tea-table, boldly confessing that he was "a shameless, hardened tea-drinker" who "diluted" every meal with his favorite infusion. The Pembroke teapot is a modest specimen of blue and white Worcester of the Dr. Wall period, and, curiously enough, it has a distinct Lichfield interest, and so has the silver teapot which so narrowly escaped destruction the very day of Johnson's death. In the pedigree of the Pembroke teapot it is stated to have been the property of Mrs. Samuel Parker, a close friend of Mrs. Jane Gastrell, the wife of Dr. Gastrell, who lived at "New Place," Stratford-on-Avon, and earned an unenviable notoriety by having cut down Shakespeare's mulberry tree. Mrs. Gastrell lived at Lichfield, and was one of the coterie with whom the "Great Cham of Literature" frequently took tea. At Mrs. Gastrell's tea-table the Worcester pot always made its appearance, and Boswell alludes to it as holding two quarts, and being in the possession of Mr. Parker, of Henley. This was the Rev. S. H. Parker, a lineal descendant of Mrs. Parker, to whom the teapot used by Johnson was given by Mrs. Gastrell. Mr. Parker presented Pembroke College with many letters and papers from Johnson's library, but gave the teapot to the brother of Miss Sarah Anne Parker, from whom it was purchased in 1885, and placed in the Pembroke College Johnson collection.

Contentment is a good thing; it's a great thing, but it's possible to be too contented with your lot.

The time to advertise is all the time. The time to advertise the most is when business slackens.

DIRECTORY OF PRINCIPAL ORGANIZATIONS ALLIED WITH THE POTTERY AND GLASS TRADE

AMERICAN ASSOCIATION OF FLINT AND LIME GLASS MANUFACTURERS.

President, Daniel C. Ripley, Pittsburg, Pa.
Vice-President, Marshall W. Gleason, Pittsburg, Pa.
Vice-President, Arthur J. Bennett, Pittsburg, Pa.
Treasurer, Thomas Evans, Pittsburg, Pa.

NATIONAL ASSOCIATION OF MANUFACTURERS OF PRESSED AND BLOWN GLASSWARE.

President, E. J. Barry, Toledo, O.
Vice-President, M. W. Gleason, Brooklyn, N. Y.
Treasurer, J. D. Wilson, Tarentum, Pa.
Secretary, John Kunzler, Pittsburg, Pa.

UNITED STATES POTTERS' ASSOCIATION.

President, H. A. McNicol, East Liverpool, O.
First Vice-President, William Burgess, Trenton, N. J.
Sect'y and Treas., C. C. Ashbaugh, E. Liverpool, O.

AMERICAN CERAMIC SOCIETY.

President, Heinrich Ries, Ph.D., Cornell University.
Vice-President, Richard R. Hice, State Geologist, Pennsylvania.
Treasurer, Ellis Lovejoy, E.M., Columbus, O.
Accountant, M. L. Seymour, Columbus, O.

CROCKERY BOARD OF TRADE.

President, Gilbert M. Smith.
First Vice-President, M. O. Doering.
Second Vice-President, John J. Miller.
Treasurer, Chas. A. Holbrook.
Secretary, L. S. Owen, 149 Church St., New York.

WESTERN GLASS AND POTTERY ASSOCIATION.

President, W. W. Lang, Cleveland, O.
First Vice-President, Howard C. Jenkins
Second Vice-President, Thomas H. Lohr
Treasurer, Robert West
Secretary, J. G. Kaufmann, Pittsburg, Pa.

TRADE UNION ORGANIZATIONS

NATIONAL BROTHERHOOD OF OPERATIVE POTTERS.

President, T. J. Duffy, E. Liverpool, O.
First Vice-President, F. H. Hutchins, Trenton, N. J.
Second Vice-President, Samuel E. Burgess, East Liverpool, O.
Third Vice-President, Thomas J. Humphrey, Trenton, N. J.
Secretary-Treasurer, Ed. Menge, E. Liverpool, O.

AMERICAN FLINT GLASS WORKERS' UNION.

President-Treasurer, Thos. W. Rowe.
Vice-President, Wm. J. Croke, Toledo, O.
Secretary, Wm. P. Clarke, Ohio Bldg., Toledo, O.
Assistant Secretary, D. J. McGrail, Toledo

FRATERNAL AND INSURANCE ORGANIZATIONS

POTTERY, BRASS AND GLASS SALESMEN'S ASSOCIATION

President, Albert E. Snow, New York.
Vice-President, R. E. L. Wells, New York.
Secretary, Joseph F. O'Gorman, New York.
Treasurer, George Hamilton, New York.

GLEASON'S NEW SAFETY GLOBE

The sales department of the E. P. Gleason Mfg. Co., 37 Murray Street, New York City, has placed on the market a safety globe, which they have recently patented for protection against fire, and which has received much favorable mention. The device consists of a glass globe with canopy and reflector encased in a shadowless brass wire guard made in two parts (upper and lower), the upper half having a loop fitting in a lock attached to the lower half, which when closed can be securely locked by means of a triangular key. This key is also used for turning on gas at bracket, as well as slide in bottom of globe for lighting. The entire construction of the contrivance is such that it is impossible for any one to tamper with gas or flame unless in possession of the key. It is made entirely of brass, strong and attractive in appearance, and has been adopted by the Board of Education for use in public schools, endorsed by the New York Fire Underwriters and recommended by the Department of Water, Gas and Electricity, for use in all public buildings.

OLD ROMAN POTTERY

The ancient Romans excelled in making pottery. They possessed regular muffle ovens and even a sort of producer gas oven. Attempts to produce the beautiful soft gloss peculiar to old Roman pottery have not yet attained complete success. The best result, says *The Scientific American*, is obtained by Fisher's mechanical process, in which the ware, before it is fired, is coated with a paste of clay and pigment, and is then polished. Fine imitations of ancient pottery are thus produced, but the study of defective portions of the genuine terra Sigillata ware shows that it was made by a different process, the gloss having evidently been produced by the application of a superficial glaze, without mechanical polishing.

NOTES OF THE TRADE

The strong line of Cauldon bone china handled by Edward Boote, 46 West Broadway, has had many beautiful pieces added lately. Two of these are a finger bowl and desert plate to match, made of thin ware and prettily decorated. These are novelties of a high order.

A strong increase has been shown in the assortment of stemware made by the Beaver Valley Glass Company. The sales have been so large that it has been necessary to add a new fourteen-pot furnace to the plant. The samples are displayed at 32 Park Place.

Wellsville, O.—The large pottery of McNicol-Smith is operating to capacity. One of the new

specialties that this concern is turning out is a line of salads made in a dozen treatments.

Wheeling, W. Va.—The Haskins Glass Co. is conducting a large business in its lighting lines. At the Martin's Ferry plant, operations have been carried on steadily all season and new cuttings and shapes are constantly being added.

BUSINESS WISDOM

The man who says advertising does not pay—does not pay him—has probably been doing random advertising, advertising without any system. That kind does not pay.

Even the smallest advertisement used regularly with constant change of copy will get attention, make customers and produce new business.

Half-hearted advertising will not make whole-hearted readers. The advertiser whose heart is not in his work cannot expect to turn out enthusiastic copy.

Clothes may not make the man but they will make the man comfortable, and the public like best to do business with a man who is well dressed and looks prosperous.

Because you take to advertising or salesmanship or store management naturally, don't think that you have nothing to learn or that your less fortunate friends can teach you nothing.

The more people you know personally the greater will be your hold upon your trade. A personal following is worth a lot of money to any business man.

Gimp is back bone; energy determination. It is what keeps people everlastingly at it and enables them to pull success out of failure. Cultivate gimp.

The public do not like to do business with the man who bores them with tales of his personal tribulations. No one gains popularity by telling hard luck stories.

Advertising results are measured by sales. The largest sales come to those who advertise liberally, infuse the most enthusiasm into their ads.

Because you take to advertising or salesmanship or store management naturally, don't think that you have nothing to learn or that your less fortunate friends can teach you nothing.

PUMICE DEPOSITS FOUND

Valuable deposits of pure white pumice have recently been discovered adjacent to the kaolin bed near O'Quinn, Tex. This mineral is used for many purposes and is especially valuable in the preparation of glazes for clay ware.

THOSE WHO HAVE SUCCEEDED

WE don't care to do any advertising. We have more business than we can handle."

This was the reply made by the president of a small national bank in Chicago to an expert who had submitted an advertising proposition, says *The National Banker*. In it may be found an explanation of the reason for this particular bank standing near the foot of the list, and showing no appreciable advance.

"Doing more business than we can handle" is a sure sign of standing still. It marks the institution which has no desire to progress or grow. It indicates a contentment with small, narrow policies. The men who use an argument of this kind when approached with a proposition, the purpose of which is to enlarge and increase their patronage and power, may be safely set down as timid and pessimistic—the type who will not take advantage of opportunities, and either stand still or die or dry rot, while their competitors force their way to the front.

Thirty years ago there were several banks and commercial firms in Chicago which were "doing all the business they could handle." Notable among them were the First National and Illinois Trust and Savings Banks, Marshall Field & Co., the Pullman Co., P. D. Armour & Co., Swift & Co., Nelson Morris & Co., and others. Did these concerns stand still simply because they were then "doing all the business they could handle?" Not at all. As their capacity was outgrown they wisely increased their plants to accommodate more business, at the same time investing their money in judicious advertising with the purpose of attracting new patronage so as to keep their enlarged plants busy and force still further increases.

Expenditure of money for publicity purposes was wisely looked upon as a necessary, legitimate investment, the same as that paid out for the erection of new buildings, or the addition of new machinery, equipment or goods. What was the result? It may be best known by comparing the magnitude of these institutions today with their condition of thirty years ago. They all have been persistent, judicious advertisers. They have invested millions of dollars in publicity projects. That this investment has been profitable is evidenced by the fact that it is still continued, and instead of being cut off or retrenched is increased year by year as the business expands.

"My business can never be too large," said John Wanamaker, one of the most successful of advertisers. "When times are dull I advertise freely in order to force sales. When times are good, and business is booming, I advertise even more freely, so that I may be able to enlarge my sales."

As the *Commerce Monthly* well says: "Success comes to those who work for it." This particularly has been the history of all the large banking institutions, which from a humble beginning have grown to stupendous proportions. This growth did not just happen, but is the logical outcome of intelligently directed efforts along the right lines. A sound and progressive bank is never afraid of publicity; on the contrary it is eager to tell the public just what its policy is, what progress it has made, and the extent of its assets and liabilities.

"Advertising is an asset to the bank rather than an expense. Without the aid of this publicity, the growth of the institution would practically be at a standstill. Advertising has a cumulative value. It not only brings new customers to the bank, as a direct result of publicity, but each added depositor becomes a friend and will bring other patrons to the institution. Spasmodic or occasional advertising may be of slight benefit, for any publicity is much better than none. To get large results, however, a bank should keep its name and facilities constantly before the people."

Unless there is some special bargain to offer on a time limit, and at a greatly reduced price, one-time advertising is rarely effective. It is the persistent plugger, the man who is eternally at it, that gets the results. With attractively worded, and displayed ads., the goods to back up the assertions made in the ads., and mediums wisely chosen to reach the right class of people, advertising may be readily made a most profitable investment.

LYNCH LOX-BOX MATCH SAFE

The George C. Lynch Co., 333 Fourth Ave., New York City, has patented a "Lox-Box Match Safe." The date of issue was January 25, 1910, and the patent number 947,666. This device is of value, because useful. The match box is put in the holder the same as in the ordinary match safe and is automatically locked on. This not only prevents match boxes from being taken from the holder, which is an annoyance in public places where matches are exposed, but holds them securely in place and prevents tipping over when the match is ignited.

A saving in matches, therefore, is considerable. When you place a box of matches in a Lox-Box safe, the assurance is given that they will remain until they are used one by one. The empty box can be readily removed by breaking off.

Slipshod men make slipshod methods and slipshod methods make slipshod men. Unless your methods are right you cannot expect your men to remain right.

PROFIT IN BIG ADVERTISING

Hugh J. Chalmers, who spends \$180,000 per year for advertising, has the following to say about the value of publicity:

"A sale does not take place in the customer's pocket-book, and it does not take place in the order-book. The sale takes place in the customer's mind. Consequently, when you put salesmanship and advertising on that plane, it does not make much difference whether you are trying to sell a house or a paper of pins, because you must convince the human mind.

"Advertising is to teach people to believe in you and your goods; salesmanship is the same thing but with this difference: salesmanship gives private lessons, while advertising conducts a public school.

"Advertising is salesmanship, but it is more than salesmanship. Advertising is an insurance of the continuance of your business. If I could save the money I spend on advertising, I have common sense enough to do so, but I am not only in business now, but expect to continue in business for several years longer, and I value the cumulative effect of my advertising salesmanship. If our product was all sold until 1912, I would still continue advertising because I believe in creating a waiting list."

L. WERTHEIMER & CO. MOVE

Another old-established house in the crockery and glass district, has moved to the rapidly growing uptown business section. This house is L. Wertheimer & Co., importers of Japanese china, fancy and brass goods. The firm's address for the past 20 years was 38 Barclay Street, where they occupied the first floor, basement and sub-basement, extending through to Park Place. The new quarters are No. 55 Eighth Street, near Sixth Avenue. The firm occupies the entire 5 story building.

VALUED OPINION OF AN EXPERT

Howard M. Post, advertising manager for the Western Electric Company, which is spending many thousands of dollars each month in advertising, has this to say of the trade journal advertising:

"The effect of trade-paper advertising is cumulative, and no manufacturer can hope for results from this sort of advertising by placing advertisements spasmodically or with no well-regulated and systematic campaign, backed by the proper direct follow-up. You will remember about the proverbial drop of water. How, drop by drop, the water finally wore away the stone. Simply the *cumulative power of persistence and repetition*.

"Just so with advertising in trade papers. I think you will agree with me that most selling or advertising efforts are cumulative in their effects. A salesman doesn't always accomplish wonders the first time he calls on a prospect. Sometimes he doesn't get much more than an audience. Anyhow, it is a little easier the next time he calls, and sooner or later he will land the coveted order."

OTTUMWA'S POTTERY PLANT

One of the most successful enterprises in the West is the large pottery plant that has recently been established in the Philpott addition to Ottumwa, Ia., and is now running with a full complement of employees, about 1,500 in all.

The clay from which the pottery is made was discovered in the heart of the Philpott district by a person of the name of J. H. Mitchell. Ten kilns are attached to the plant and others are in course of construction.

At present the plant is producing terra cotta brick, but in a new building which is now in course of erection a line of fine art pottery will be manufactured. It is said that the clay found at Philpott is of such high grade as to produce art pottery so excellent in quality as to justify the prediction that it will find a ready market.

The new pottery has been the means of a little town growing up around it, the company having already erected 150 residences and has planned many more.

NEXT YEAR'S A.C.S. CONVENTION

This year's annual convention of the American Ceramic Society was held at Pittsburg, but no decision has been reached as to where the 1911 convention will be held. A plan is afoot, however, to hold it at Trenton, the second largest home of pottery interests in the United States. This would meet the approval of the Trenton potters, who would gladly lend their aid in every possible way that would tend to make the convention an unqualified success.

The wise beginner is always willing to learn. Also the wise veteran in the storekeeping art is willing to learn and he has chances every day to pick up information from his customers.

It is not desirable that a salesman tell tales out of school, but a salesman who is not sufficiently interested in the store to do it all the good he can by advertising it in his outside conversation, is not "onto his job."

Haven't you gone into stores to buy something you saw in the window only to find that the clerks did not seem to know what was in the window or where the extra stock was kept? How did it make you feel?

CONTENTS

ADVERTISERS' DIRECTORY

	PAGE
The Domestic Pottery Industry	9
High Prices for Porcelains	11
Royal Worcester Agency	11
A Lecture On Clays	11
Deaths	12
Personal	12
Fine Kaolin In Georgia	12
Glassware of American Makers	13
Newly Incorporated	14
Gathered In Gotham	15
In New Typographical Dress	16
H. D. Wintringer, Married	16
Cut Glass Factory Busy	16
Glass Flower Jars	16
Richard Kohn's New Line	16
New Fuel Saving Kiln	16
Removal Of L. Reusche & Co.	16
Royal Worcester Porcelain	17
Potters To Oppose Kaiser	19
Retail Trade Notes	20
Steins Of Ancient Mettlach	21
Recent Fires	23
Rare Pottery For Seattle	23
Pencilings of Potteries	24
New Ideas In Art Metal	25
To Teach Pottery Work	26
Glimpses of Glass Houses	27
Editorial	28
Woolworth Realty Purchase	29
Practical Science Department	30
Edited by PROF. CHARLES F. BINNS	
Prize Winning Pottery	31
Prehistoric Pottery	31
Charleston's Pottery Trade	31
White House China	32
Spring Import Season Waning	33
Book Notes	35
Schurs Perfected Burners	35
Graham & Zenger's Removal	35
Imports at Port of New York	35
Another Berlin Exposition	35
Electric Portables and Lamps	36
Scarcity of Lowestoft Ware	37
Pottery Gulch Relics	38
Will Enlarge Glass Plant	38
Quarterly Dividend Declared	38
American Art Pottery	39
Johnson's Pembroke Teapot	41

Akron Varnish Co.	49
Boote, Edward	6
Cawthra, T. A. & Co.	46
Central Glass Works	7
Drakenfeld, B. F. & Co.	50
Duncan & Miller Glass Co.	47
Gredelue, A.	48
Hanovia Chemical & Mfg. Co.	Inside Back Cover
Harshaw Fuller & Goodwin Co.	Inside Back Cover
Harvey, I. R.	49
Haviland, & Co.	3
Haviland, Theo. & Co.	4
Heisey, A. H., & Co., Inc.	5
Hinde & Dauch Paper Co.	Back Cover
Kupper, Herman C.	Front Cover
Lynch Co., George C.	6
Libbey Glass Co.	Inside Front Cover
Mason, Fenwick & Lawrence	46
Mason Color & Chemical Co.	50
Mitchell Grindstone Works	Inside Back Cover
Mockel, Dr.	50
McNicol Pottery Co., D. E.	4
Oriental Glass Co.	48
Pouyat Glass Company, J.	7
Paper Makers' Chemical Co.	49
Penna. Salt Mfg. Co.	49
Pittsburgh Lamp, Brass and Glass Co.	48
Porcelaines G D A	7
Rawsthorne Engraving Co., Robt.	49
Reusche & Co.	49
Roessler & Hasslacher Chemical Co.	50
Schurs, John	Inside Back Cover
Schenango Pottery Co.	47
State College of Ceramics	49
Turner, J. Spencer Co.	49
Weller, S. A.	48
Wengers, Ltd	Inside Back Cover

ARE YOU A SUBSCRIBER?

If you are not, fill in the following blank
and mail it to us

SUBSCRIPTION BLANK

HUOTT PUBLISHING CO.
395 FOURTH AVE., NEW YORK

191

Enclosed find \$2.00 for one year's subscription to POTTERY AND GLASS, the
only monthly Magazine in its field.

Name

Street and Number

City and State

WANTED Help wanted and positions
wanted, 5 cents a word.
No advertisement under twenty words.

WANTED—Party to work a Feldspar and Mica
Mine on a royalty basis, near railroad. Ad-
dress G. W. SHEPARD, West Cornwall,
Litchfield Co., Conn.

FOR SALE

FOR SALE—Factory building, brick, stone
trimmed, slate roofed, containing 12,000 feet
of floor space, with 80 H. P. boiler and brick
stack and acre of ground, on transfer track connect-
ing north and south and east and west railroads and
with convenient access to three other railroads and
two interurban electric lines, centrally located in
manufacturing city of 10,000 population. Build-
ing suitable for any manufacturing business, and
especially adaptable to pottery manufacturing or
glass cutting factory. Address CHARLES A. GUERN-
SEY, Fostoria, Ohio.

FOR SALE OR EXCHANGE—Stock of China,
crochery and glassware, in good location,
only exclusive stock of the kind, in a central
Illinois City, of 20,000 population. Will sell on
favorable terms or consider good property in ex-
change. Address Exchange, care of POTTERY AND
GLASS.

MASON, FENWICK & LAWRENCE

PATENT AND TRADE MARK LAWYERS

220 BROADWAY, (St. Paul Building,) NEW YORK, N. Y.

Pottery and glassware manufacturers should protect their exclusive
patterns by design patents of which we make a specialty

PATENT AND TRADE MARK PRACTICE EXCLUSIVELY

ESTABLISHED 1861

The DECORATIVE FURNISHER



FEBRUARY 1910
T. A. CAWTHRA & CO.
PUBLISHERS, NEW YORK

Volume XVII Number 2 25 cents per copy \$2.00 a year

IF YOU CARRY ART FURNITURE PIECES WHICH GO
WITH FINE CHINA AND GLASS, YOU SHOULD READ
THE DECORATIVE FURNISHER

It will keep you informed concerning cabinets, stands, trays,
etc., which are used with decorative china, pottery and
glass in the home and will acquaint you with the leading
makers of such furniture. Subscription price, \$2.00 a year.

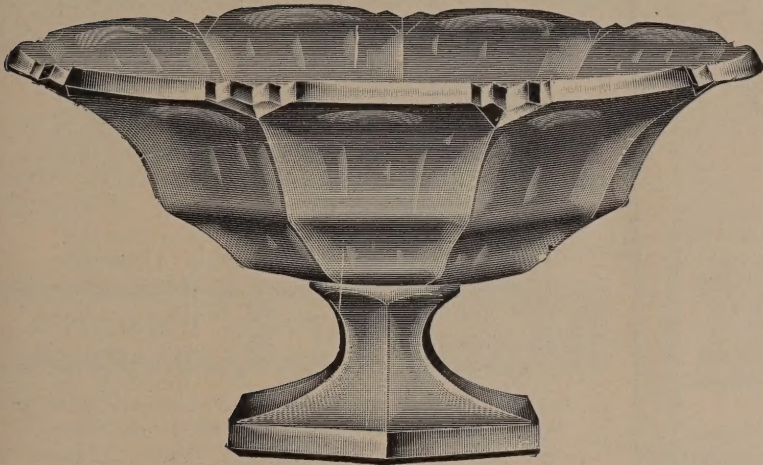
T. A. CAWTHRA & CO., Publishers

395 Fourth Avenue :: :: :: :: :: New York

PLEASE MENTION POTTERY AND GLASS WHEN WRITING ADVERTISERS

The Duncan & Miller Glass Co.

WASHINGTON, PA.



Our No. 72 8" Compote, Shallow.

Manufacturers of...

Fine Table Glassware

New Goods are Now to be Seen at Our Salesrooms.

PAUL JOSEPH, 55 Park Place, New York
H. B. FOSTER, 1211 Arch St., Philadelphia

MARSH & KIDD CO., 617 Mission St., San Francisco

GREEN & THOMAS, 33 So. Charles St., Baltimore
L. A. FLETCHER, 157 Federal St., Boston

Hotel China
Absolutely Vitrified

Standard Shapes
Plain and Decorated

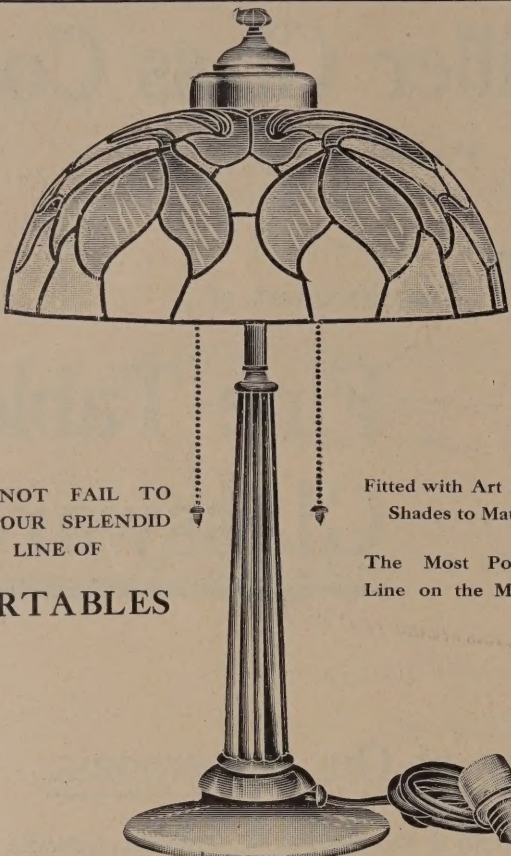
After three years of experiment, we are prepared to make prompt deliveries of a line of strong, perfect Hotel China and give control in certain sections. Send for price lists and particulars of SHENANGO CHINA to the

Shenango Pottery Company

 Best Shipping Facilities
in America

New Castle, Pa.

PLEASE MENTION POTTERY AND GLASS WHEN WRITING ADVERTISERS



DO NOT FAIL TO
SEE OUR SPLENDID
LINE OF

PORTABLES

Fitted with Art Glass
Shades to Match

The Most Popular
Line on the Market

PITTSBURGH LAMP, BRASS & GLASS CO.
PITTSBURGH - - - - - PENNSYLVANIA

Mat Green Ware the Present Rage

The New Pottery LAMP LINES with colored Art Glass shades are radically different from anything on market.

To see is to buy. To buy is to add new source of good profits.

Art Ware in creations rare, and of eye catching beauty and merit, while the Fall line of Jardinieres, Pedestals, Umbrella Stands, Fern Dishes, Cuspidores, etc., are "all to the good." Nothing commonplace.

Our roadmen are "out" and you will be "in," better margins than ever if you stock up now when prompt shipments are possible. See the Indian Ware lines. They are quick sellers.

S. A. WELLER

Zanesville, Ohio

BOSTON, 144 Congress Street

NEW YORK, 57 Park Place

CHICAGO, Room 510, Heyworth Bldg., 42 Madison St.



Ruby-Gold

Ruby and Gold

ORIGINATORS
Of
IN AMERICA

ORIENTAL GLASS

Decorated
Ivory
and
Opal

Souvenir Assortment
Lettered any place
or resort

THE ORIENTAL GLASS CO.
So. 8th & SARAH STS. PITTSBURG PA.

A. Greedue

43-51 West Fourth Street
Corner Washington Square, New York

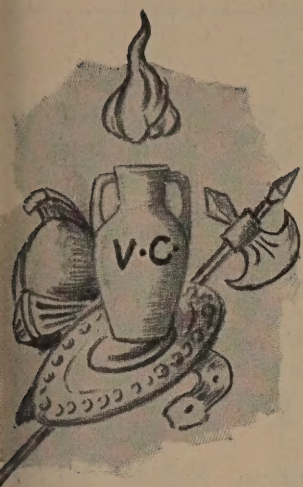
BACCARAT GLASSWARE

Table Glassware of Every Kind.
Great Assortment in Fancy
Goods.

Toilet Ware, plain, cut and gilt.
Goods for Mounting and Silver
Deposit.

Crystal and Bronze Electric
Chandeliers.

Special line of Light Rock Crystal.
Blanks for cutting.



JOHN KNIGHT, President
C. K. WILLIAMS, Treasurer
C. H. KNIGHT, Secretary

PAPER MAKERS' CHEMICAL CO.

Sole Agents for

V. C. B. and other grades
of English China Clays

FROM MINE TO POTTERY

Easton, Pennsylvania

Finest Dorsetshire and Devonshire
Ball Clays

Trained men are in demand.

Give the boy a
technical education.

STATE COLLEGE of
CERAMICS.

ALFRED, NEW YORK

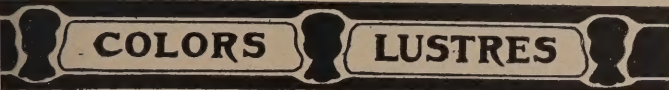
Charles F. Binns, Director.

Catalog mailed on application.

MR. POTTERY MANAGER:

YOU can save from 15 to 25% on your Decal. Varnish by corresponding with us and get an article which meets every requirement of the case. Many of the largest and most successful plants are "on" to this and have placed new contracts for 1909. Why pay for a name? "Nothing better produced," is the verdict of all Decorators who have tested our varnish.

AKRON VARNISH CO., AKRON, O.



EVERYTHING for the Potter, China and Glass Decorator and
Enamelled Ware manufacturer, including many specialties
controlled absolutely by us for America.

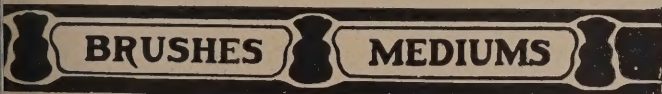
Sole Agents for JAMES HANCOCK & SON, Diglis Ceramic Art Color Works,
Worcester, England.

Sole Agents for JOHN LAMB'S Pottery Printing Paper in sheets and rolls.

Our Catalogue—a veritable encyclopedia of information—for the asking

L. REUSCHE & CO.

5 PARK PLACE—One door from Broadway—NEW YORK



Cotton Duck

and

Twills

for

Filtering Purposes

Manufactured by

CONSOLIDATED COTTON DUCK CO.

J. Spencer Turner Co.

Sole Selling Agent

86-88 Worth Street, New York, N.Y.

Chicago, Ill.
St. Louis, Mo.
Boston, Mass.

Philadelphia, Pa.
San Francisco, Cal.
London, Eng.



Manufacturers of Potters' Dressing Irons, also Jolly Tools, Saggar
Punches, Saggar Dressers, Packing Paddles, Saggar Clay Cutters.
I. R. HARVEY, Beaver Falls, Pa.

ROBT. RAWSTHORNE
ENGRAVING CO.
ARROTT POWER BLDG
N°3 BARKER PLACE
PITTSBURG, PA.

ZINC HALF TONE WOOD

CATALOGUES ILLUSTRATED & PRINTED IN ONE OR MORE COLORS

Greenland Kryolith

For Opal and Alabaster Glass
and Porcelain Enamel Ware

Penna. Salt Mfg. Co. — SOLE — IMPORTERS

General Offices: Philadelphia.

NEW YORK PITTSBURG CHICAGO ST. LOUIS

POTTERY AND GLASS

ESTABLISHED 1869

B. F. DRAKENFELD & CO.

FORMERLY J. MARSCHING & CO.

Pottery and Glass Colors

Materials for Decorating China, Glass and Enameled Ware

Oxides and Chemicals

East Liverpool Office, First National Bank Building
C. N. MUESSIG

27 Park Place, NEW YORK

MASON COLOR AND CHEMICAL CO.

MANUFACTURER OF

Underglaze and Enamel
Colors for China



Earthenware and Glass
Oxides for Enamelers

OFFICE AND WORKS
220-222 Walnut Street

ESTABLISHED 1842
East Liverpool, Ohio, U.S.A.

Dr. Möckel, Zwickau, Germany.

Liquid Bright Gold. Ceramic Colors.

Repres.: The Heyden Chemical Works, 135 William Street, New York.



FACSIMILE
OF LABEL

Liquid Bright Gold

ENAMEL
(ON GLAZE)

COLORS UNDERGLAZE

Liquid Lustre Colors for China and Glass

Oxide of Cobalt, Boracic Acid and other chemicals used in Pottery and Glass Industries.

The Roessler & Hasslacher Chemical Co.

H. W. SMITH, Representative, East Liverpool, Ohio

MAIN OFFICE } 100 William St., New York

PLEASE MENTION POTTERY AND GLASS WHEN WRITING ADVERTISERS